

# STATE OF MISSOURI

Office of Administration  
Division of Purchasing

Evaluation  
Report  
And  
Recommendations

SOLICITATION/OPPORTUNITY (OPP)  
NO.: RFPS30034901700042  
Alternatives to Abortion Program Services

**RFPS30034901700042  
ALTERNATIVES TO  
ABORTION PROGRAM  
SERVICES**

**SUMMARY MEMO AND  
RECOMMENDATION TO AWARD**


Jeremiah W. (Jay) Nixon  
Governor



Doug Nelson  
Commissioner

State of Missouri  
**OFFICE OF ADMINISTRATION**  
Division of Purchasing  
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Karen S. Boeger  
Director

**TO:** File RFPS30034901700042  
**FROM:** Julie Kleffner, Buyer   
**RE:** Evaluation and Award  
**DATE:** January 6, 2017

A total of nine (9) proposals were received in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office. The following table identifies the vendors and each vendor's proposed geographic region(s).

1. Alliance for Life - Missouri, Inc. (Greenwood, Missouri), Regions 2-9
2. Catholic Charities of Southern Missouri, Inc. (Springfield, Missouri), Regions 7, 8, and 9
3. Faith Maternity (Fulton, Missouri), Region 4
4. The Haven of Grace (St. Louis, Missouri), Region 6
5. Laclede County Pregnancy Resource Center (Lebanon, Missouri), Regions 5, 7, and 8
6. L.I.G.H.T. House, Inc. (Independence, Missouri), Region 3
7. Lutheran Family and Children's Services of Missouri (St. Louis, Missouri), Regions 1, 3, 4, 5, 7, and 9
8. Mother's Refuge (Independence, Missouri), Region 3
9. Nurses for Newborns (St. Louis, Missouri), Region 6

After receipt of signed confidentiality statements, the proposals were forwarded to the evaluation committee consisting of Michelle Kelley, Emily Kraft, and Sheila Westphal.

Evaluation meetings were held to discuss the proposals and perform a subjective evaluation in accordance with the criteria stated in the RFP. A brief overview of the evaluation process was provided during the evaluation meeting. The committee also discussed the acceptability of the proposals during the evaluation meetings to determine if each vendor complied with the mandatory requirements of the RFP.

Also during the evaluation meetings, the evaluation committee discussed the areas of the evaluation for each of the proposals.

As a result of discussions from the meetings, the evaluation committee determined that negotiations should be conducted as part of the evaluation process. Therefore, letters of negotiation were issued to each vendor. Also changes to the RFP were included as a part of the negotiations. In response to the negotiation letters, the vendors were given an opportunity to submit their "Best and Final Offer" (BAFO). After issuance of the negotiation letters, it was determined further changes were required to the RFP. Therefore, a second letter of negotiation was issued to each vendor. Each vendor responded (see BAFO documentation found with each proposal). The BAFO responses were forwarded to the evaluation committee for completion of their subjective evaluation.

Following receipt of the BAFO responses, the evaluation committee completed discussions of the proposals and the subjective evaluation and assigned the subjective evaluation points to the categories of Experience and Reliability, Expertise of Personnel, and Method of Performance.

The evaluators' subjective comments and points are attached hereto. The attached evaluation report highlights the basic considerations affecting the subjective evaluation performed.

The Division of Purchasing performed a cost evaluation in accordance with paragraph 3.4.1 of the RFP (see attached file documentation). Additionally, the Division of Purchasing reviewed each proposal to determine participation by an MBE/WBE, an Organization for the Blind and/or a Sheltered Workshop, and/or a Service-Disabled Veterans Business Enterprise (see attached documentation).

After completion of the subjective evaluation, the Division of Purchasing inserted the cost evaluation points onto the evaluation report forms and computed the total points for each vendor. Since none of the vendors proposed participation by MBE/WBEs, Organizations for the Blind/Sheltered Workshop or Missouri Service-Disabled Veteran Businesses, no points were assigned in these areas. After determining the total point score, the vendors were ranked in lowest and best order.

Only one (1) response was received Region 1 and Region 2. It does not appear that re-issuing the RFP would result in any additional responses being submitted since the other most likely vendors were notified of the current RFP and chose not to respond.

The results from the evaluation were presented to the Office of Administration for a recommendation for the number of awards, the total cost allocation per awarded vendor pursuant to section 3.3.2 of the RFP, to ensure that the recommended proposals would meet the needs of the state agency, and to ensure that the pricing was acceptable.

The Office of Administration requested that I proceed with contract awards as identified in the December 30, 2016 letter from Emily Kraft.

The award recommendation was consistent with section 3.3.2 of the RFP (see attached file documentation). Therefore, I am proceeding with the contract awards as requested.





**Jeremiah W. (Jay) Nixon**  
Governor

State of Missouri  
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**Doug Nelson**  
Commissioner

December 30, 2016

Julie Kleffner  
Office of Administration  
Harry S Truman Building  
301 West High Street, Room 630  
Jefferson City, MO 65101

Dear Ms. Kleffner,

Attached are my procurement award recommendations for RFPS30034901700042, based on the RFP award language in section 3.3.2.

The annual awards are based on \$4.3 million, which is the total amount available for the Alternatives to Abortion program for FY17, and the estimated amount available in subsequent fiscal years. As this contract will only cover five months of FY17, the amount left available to award is \$1,791,666 and therefore annual awards have been prorated to approximately 5/12 of their original amount. If you have any questions, please contact me at (573) 522-0003.

Sincerely,

  
Emily Kraft

DPN:G JAN '17 AM 7:00

Region	Contractor	Annual	Prorated (Flat 5/12)	Total by Region Annual	Total by Region Prorated
Geographic Region 1	Lutheran Family & Children's Services	\$69,783.78	\$29,076.58	\$69,783.78	\$29,076.58
Geographic Region 2	Alliance for Life - Missouri, Inc.	\$68,800.00	\$28,666.67	\$68,800.00	\$28,666.67
Geographic Region 3	Mother's Refuge	\$151,193.00	\$62,997.08		
	Light House	\$200,000.00	\$83,333.33		
	Alliance for Life - Missouri, Inc.	\$270,000.00	\$112,500.00		
	Lutheran Family & Children's Services	\$173,996.15	\$72,498.40	\$795,189.15	\$331,328.81
Geographic Region 4	Faith Maternity Care	\$88,870.00	\$37,029.17		
	Alliance for Life - Missouri, Inc.	\$10,000.00	\$4,166.67		
	Lutheran Family & Children's Services	\$112,597.68	\$46,915.70	\$211,467.68	\$88,111.53
Geographic Region 5	Laclede Pregnancy Support Center	\$60,888.00	\$25,370.00		
	Alliance for Life - Missouri, Inc.	\$91,332.00	\$38,055.00	\$152,220.00	\$63,425.00
Geographic Region 6	Nurses for Newborns	\$318,156.95	\$132,565.40		
	Haven of Grace	\$318,156.95	\$132,565.40		
	Alliance for Life - Missouri, Inc.	\$454,504.40	\$189,376.83		
	Lutheran Family & Children's Services	\$272,711.69	\$113,629.87	\$1,363,530.00	\$568,137.50
Geographic Region 7	Laclede Pregnancy Support Center	\$114,925.00	\$47,885.42		
	Catholic Charities of Southern Missouri	\$233,458.00	\$97,274.17		
	Alliance for Life - Missouri, Inc.	\$228,000.00	\$95,000.00		
	Lutheran Family & Children's Services	\$167,087.00	\$69,619.58	\$743,470.00	\$309,779.17
Geographic Region 8	Laclede Pregnancy Support Center	\$38,442.00	\$16,017.50		
	Alliance for Life - Missouri, Inc.	\$20,000.00	\$8,333.33		
	Catholic Charities of Southern Missouri	\$69,698.00	\$29,040.83	\$128,140.00	\$53,391.67
Geographic Region 9	Alliance for Life - Missouri, Inc.	\$24,000.00	\$10,000.00		
	Catholic Charities of Southern Missouri	\$94,500.00	\$39,375.00		
	Lutheran Family & Children's Services	\$78,716.24	\$32,798.43	\$197,216.24	\$82,173.43
				\$3,729,816.85	\$1,554,090.35

# MEMORANDUM

## Office of Administration Division of Purchasing and Materials Management

**TO:** RFPS30034901700042  
**FROM:** Julie Kleffner  
**DATE:** January 6, 2017  
**RE:** Alternative to Abortion Program Services Award Process

A total of nine (9) proposals were received in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

After completion of the subjective evaluation, the Division of Purchasing inserted the cost evaluation points onto the evaluation report forms and computed the total points for each vendor. The results from the evaluation were presented to the Office of Administration for a recommendation for the number of awards, the total cost allocation per awarded vendor pursuant to section 3.3.2 of the RFP, to ensure that the recommended proposals would meet the needs of the state agency, and to ensure that the pricing was acceptable.

Section 3.3.2 of the RFP states the following:

*Award Process -*

*a. Total Cost Allocation -*

- 1) The state agency anticipates a total of approximately \$2,866,666.67 to be appropriated for Alternatives to Abortion Program services across all the geographic regions for the period of the effective date of the contract through June 30, 2017. The state agency anticipates, but does not guarantee, the amount of funding to be allocated by geographic region in the following approximate percentages of the total:*

<i>Geographic Region</i>	<i>Funding Allocation</i>	<i>Funding Allocation Approximate Percentage</i>
<i>Geographic Region 1</i>	<i>\$116,306.30</i>	<i>4.06%</i>
<i>Geographic Region 2</i>	<i>\$100,748.92</i>	<i>3.51%</i>
<i>Geographic Region 3</i>	<i>\$579,987.17</i>	<i>20.23%</i>
<i>Geographic Region 4</i>	<i>\$281,493.45</i>	<i>9.82%</i>
<i>Geographic Region 5</i>	<i>\$101,363.78</i>	<i>3.54%</i>
<i>Geographic Region 6</i>	<i>\$909,038.96</i>	<i>31.71%</i>
<i>Geographic Region 7</i>	<i>\$495,643.96</i>	<i>17.29%</i>
<i>Geographic Region 8</i>	<i>\$85,293.53</i>	<i>2.98%</i>
<i>Geographic Region 9</i>	<i>\$196,790.59</i>	<i>6.86%</i>

- 2) However, the amount of funding awarded for the original contract period for one or more geographic regions may be reduced or increased based upon any funding that has been expended prior to the date of contract award, or based on other circumstances.
- b. *Top-ranked Vendor, per geographic region:* The top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or the maximum percentage of the funding allocation as specified in the following table, whichever is less. The percentage of the funding allocation awarded to the top ranked vendor is contingent upon the total number of responsive proposals received and considered for contract award, as specified in the following table:

<b>Total Number of Responsive Proposals Received and Considered for Contract Award, per Geographic Region</b>	<b>Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region</b>
One Proposal	100%
Two Proposals	60%
Three Proposals	40%
Four Proposals	30%
Five or More Proposals	20%

- c. *Second-ranked Vendor, per geographic region:*

- 1) The second-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and the maximum percentage of the funding allocation as specified in the following table. The percentage of the funding allocation awarded for the second-ranked vendor is contingent upon the total number of responsive proposals received and considered for contract award, as specified in the following table:

<b>Total Number of Responsive Proposals Received and Considered for Contract Award, per Geographic Region</b>	<b>Maximum Percentage of the Funding Allocation for the Second-ranked Vendor, per Geographic Region</b>
Two Proposals	40%
Three Proposals	30%
Four Proposals	23.3% (approximately)
Five or More Proposals	80% divided by the number of proposals received less the top-ranked proposals (Example: Eleven responsive proposals received and considered for contract award less the top ranked proposal equals 8% [80% divided by ten (10)])

- 2) *If there are not enough funds remaining to award the second-ranked vendor the vendor's Minimum Annual Total Price required to provide services pursuant to the available funds, the vendor shall not receive a contract award.*

d. *Next-ranked vendor(s), per geographic region:*

- 1) *If funds remain after the award of a contract to the top-ranked vendor and the award/non-award of a contract to the second-ranked vendor, the state shall continue awarding contracts to the next ranking vendors in the manner specified above until the available funding allocations for the geographic region is expended. The percentage of the funding allocation awarded for the next-ranked vendor is contingent upon the total number of responsive proposals received and considered for contract award, as specified in the following table:*

<b><i>Total Number of Responsive Proposals Received and Considered for Contract Award, per Geographic Region</i></b>	<b><i>Maximum Percentage of the Funding Allocation for the Next-ranked Vendor, per Geographic Region</i></b>
<i>Three Proposals</i>	<i>30%</i>
<i>Four Proposals</i>	<i>23.3% (approximately)</i>
<i>Five or More Proposals</i>	<i>80% divided by the number of proposals received less the top-ranked proposals (Example: Eleven responsive proposals received and considered for contract award less the top ranked proposal equals 8% [80% divided by ten (10)])</i>

- e. *If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended.*
- f. *If the total available funding is not awarded, the State of Missouri shall have the right to utilize the remaining funds in a manner in the best interest of the State of Missouri. The decision regarding remaining funds rests solely with the State of Missouri.*
- g. *Although the State of Missouri intends to award multiple contracts in each geographic region, the State of Missouri reserves the right to not award lower ranking vendors for reasons based on the overall ranking and/or funding allocation.*
- h. *The Notice of Award will specify the awarded maximum annual total price.*
- i. *In the event the contract period is greater/less than a 12-month period (as identified on the Notice of Award), the vendor's awarded Maximum Annual Total Price shall be prorated to a price per month and multiplied by the number of months in the awarded contract period.*

**Maximum Annual Total Price**

Paragraph 3.3.2 h. indicates the Notice of Award will specify the maximum annual total price. Pursuant to the letter from Emily Kraft dated December 30, 2016, the total amount of funding for the Alternatives to Abortion Program for fiscal year 2017 was \$4.3 million dollars. The process outlined in paragraph 3.3.2 was followed to determine the maximum annual price (refer to the attached Maximum Annual Total Price Allocation Determination based upon \$4.3 Million spreadsheets).

Based upon the award process described in 3.3.2 h., awards are being made as recommended by Emily Kraft.

**Pro-rated 12-Month Period Total Price**

Paragraph 3.3.2 i. allows for proration of the Maximum Annual Total Price for a contract period less than 12-months. Pursuant to the letter from Emily Kraft dated December 30, 2016, the total remaining from the \$4.3 million for fiscal year 2017 is \$1,779,666.00. The process outlined in paragraph 3.3.2 was followed to determine the maximum price for the 5-month original contract period (refer to the attached Original Contract Period (5-month period) Allocation Determination for the 5-Month Period based upon Available Funds of \$1,779,666.00 spreadsheets).

Based upon the award process described in paragraph 3.3.2, awards are being made as recommended by Emily Kraft.

**Original Contract Period  
(5-month period)**

**Allocation Determination  
for the 5-Month Period based upon  
Available Funds of \$1,779,666.00**

<b>Funding Available:</b>	<b>\$</b>	<b>1,791,666.00</b>
<b>Geographic Region</b>	<b>Funding Allocation Approximate Percentage (per paragraph 3.3.2 a. 1 of the RFP)</b>	<b>Funding Allocation</b>
Geographic Region 1	4.06%	\$ 72,741.64
Geographic Region 2	3.51%	\$ 62,887.48
Geographic Region 3	20.23%	\$ 362,454.03
Geographic Region 4	9.82%	\$ 175,941.60
Geographic Region 5	3.54%	\$ 63,424.98
Geographic Region 6	31.71%	\$ 568,137.29
Geographic Region 7	17.29%	\$ 309,779.05
Geographic Region 8	2.98%	\$ 53,391.65
Geographic Region 9	6.86%	\$ 122,908.29
<b>GRAND TOTAL:</b>		<b>\$ 1,791,666.01</b>



# Region 1

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP) :				\$	72,741.64
Vendor (in rank order pursuant to paragraph 3.3.1 c. of the RFP)					
Lutheran Family and Children's Services of Missouri		Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price		\$ 69,783.78	\$ 5,815.315	\$ 29,076.575	
Minimum Annual Total Price		\$ 46,521.00	\$ 3,876.75	\$ 19,383.75	
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 100% of the funding allocation,, whichever is less.					
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with One Proposal: 100%					
The 5-month period price is less than the maximum percentage of the funding allocation.					
Therefore, the amount of funding to be awarded is as follows:					
Amount of Funding:				\$ 29,076.58	\$ 43,665.06

## Region 2

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):					\$	62,887.48
Vendor (in rank order pursuant to paragraph 3.3.1 c. of the RFP)						
Alliance for Life - Missouri		Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:	
Maximum Annual Total Price		\$ 68,800.00	\$ 5,733.33	\$ 28,666.65		
Minimum Annual Total Price		\$ -	\$ -	\$ -		
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 100% of the funding allocation, whichever is less.						
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with One Proposal: 100%						
The 5-month period price is less than the maximum percentage of the funding allocation.						
Therefore, the amount of funding to be awarded is as follows:						
Amount of Funding					\$ 28,666.65	\$ 34,220.83

### Region 3

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP) :					\$ 362,454.03
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):					
Alliance for Life - Missouri (Rank 1)				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
	Total Price	Prorated Monthly Price			
	Maximum Annual Total Price	\$ 270,000.00	\$ 22,500.00	\$ 112,500.00	
	Minimum Annual Total Price	\$ -	\$ -	\$ -	
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation , whichever is less.					
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Four Proposals: 30%					
30% of the funding allocation equals: \$ 108,736.21					
The five-month period price is more than 30% of the funding allocation. Therefore the amount of funding to be awarded is as follows:					
Amount of Funding: \$ 108,736.21 \$ 253,717.82					
Lutheran Family and Children's Services of Missouri (Rank 2)				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
	Total Price	Prorated Monthly Price			
	Maximum Annual Total Price	\$ 173,996.15	\$ 14,499.68	\$ 72,498.40	
	Minimum Annual Total Price	\$ 135,136.00	\$ 11,261.33	\$ 56,306.65	
Pursuant to paragraph 3.3.2 c. of the RFP, the second-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and approximately 23.3% of the funding allocation.					
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Four Proposals: approximately 23.3%					
Approximately 23.3% of the funding allocation equals: \$ 84,572.59					
The five-month period price is less than the approximate 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows :					
Amount of Funding \$ 72,498.40 \$ 181,219.42					

The L.I.G.H.T. House, Inc. (Rank 3)	Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 200,000.00	\$ 16,666.6667	\$ 83,333.3335	
Minimum Annual Total Price	\$ 20,000.00	\$ 1,666.67	\$ 8,333.35	
<i>Pursuant to paragraph 3.3.2 c. of the RFP, the next-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and approximately 23.3% of the funding allocation.</i>				
<i>Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: 23.3%</i>				
Approximately 23.3% of the funding allocation equals: \$ 84,572.59				
The five-month period price is less than the approximate 23.3% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding:	\$	\$ 83,333.33	\$	\$ 97,886.09

Mother's Refuge (Rank 4)	Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 151,193.00	\$ 12,599.4167	\$ 62,997.0835	
Minimum Annual Total Price	\$ -	\$ -	\$ -	
<i>Pursuant to paragraph 3.3.2 c. of the RFP, the next-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and approximately 23.3% of the funding allocation.</i>				
<i>Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: 23.3%</i>				
23.3% of the funding allocation equals: \$ 84,572.59				
The five-month period price is less than the approximate 23.3% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding	\$	\$ 62,997.08	\$	\$ 34,889.01

## Region 4

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):					\$ 175,941.60
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):					
Alliance for Life - Missouri (Rank 1)	Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:	
Maximum Annual Total Price	\$ 10,000.00	\$ 833.33	\$ 4,166.65		
Minimum Annual Total Price	\$ -	\$ -	\$ -		
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 40% of the funding allocation, whichever is less.					
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Three Proposals: 40%					
40% of the funding allocation equals:					
\$70,376.64					
The five month-period price is less than 40% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:					
Amount of Funding:		\$	4,166.65	\$	171,774.95

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):					\$ 175,941.60
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):					
Lutheran Family and Children's Services of Missouri (Rank 2)	Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:	
Maximum Annual Total Price	\$ 112,597.68	\$ 9,383.14	\$ 46,915.70		
Minimum Annual Total Price	\$ 84,000.00	\$ 7,000.00	\$ 35,000.00		
Pursuant to paragraph 3.3.2 c. of the RFP, the second-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and 30% of the funding allocation.					
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Three Proposals: 30%					
30% of the funding allocation equals:					
\$52,782.48					
The five-month period price is less than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:					
Amount of Funding:		\$	46,915.70	\$	124,859.25

Faith Maternity (Rank 3)	Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 88,870.00	\$ 7,405.833	\$ 37,029.17	
Minimum Annual Total Price	\$ -	\$ -	\$ -	
Pursuant to paragraph 3.3.2 c. of the RFP, the next-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and 30% of the funding allocation.				
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Three Proposals: 30%				
30% of the funding allocation equals:	\$ 52,782.48			
The five-month period price is less than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding:			\$ 37,029.17	\$ 87,830.08

## Region 5

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):					\$ 63,424.98
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):					
Alliance for Life - Missouri (Rank 1)				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
	Total Price	Prorated Monthly Price			
	Maximum Annual Total Price	\$ 133,000.00	\$ 11,083.33	\$ 55,416.65	
	Minimum Annual Total Price	\$ -	\$ -	\$ -	
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 60% of the funding allocation, whichever is less.					
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Two Proposals: 60%					
60% of the funding allocation equals: \$ 38,055.0					
The five-month period price is more than 60% of the funding allocation. Therefore the amount of funding to be awarded is as follows:					
Amount of Funding:					\$ 38,055.00 \$ 25,369.98
Laclede County Pregnancy Support Center (Rank 2)				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
	Total Price	Prorated Monthly Price			
	Maximum Annual Total Price	\$ 115,000.00	\$ 9,583.33	\$ 47,916.65	
	Minimum Annual Total Price	\$ 40,000.00	\$ 3,333.33	\$ 16,666.65	
Pursuant to paragraph 3.3.2 c. of the RFP, the second-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and 40% of the funding allocation.					
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Two Proposals: 40%					
40% of the funding allocation equals: \$ 25,370.0					
The five-month period price is more than 40% of the funding allocation. Therefore the amount of funding to be awarded is as follows:					
Amount of Funding:					\$ 25,370.00 \$ (0.02)

## Region 6

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):					\$	568,137.29
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):						
<b>Alliance for Life - Missouri (Rank 1)</b>						
				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)		
Maximum Annual Total Price	\$	1,051,700.00	\$	87,641.6667	\$	438,208.3335
Minimum Annual Total Price	\$	-	\$	-	\$	-
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.						
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Four Proposals: 30%						
30% of the funding allocation equals:						
The five-month period price is more than 30% of the funding allocation. Therefore the amount of funding to be awarded is as follows:						
Amount of Funding:					\$	170,441.187
					\$	397,696.1030

<b>Lutheran Family and Children's Services of Missouri (Rank 2)</b>						
				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)		
Maximum Annual Total Price	\$	272,711.69	\$	22,725.974	\$	113,629.87
Minimum Annual Total Price	\$	211,000.00	\$	17,583.33	\$	87,916.65
Pursuant to paragraph 3.3.2 c. of the RFP, the second-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and approximately 23.3% of the funding allocation.						
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%						
Approximately 23.3% of the funding allocation equals:						
The five month period price is less than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:						
Amount of Funding:					\$	113,629.87
					\$	284,066.2330



<b>Nurses for Newborns (Rank 3)</b>	<b>Total Price</b>	<b>Prorated Monthly Price</b>	<b>Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)</b>	<b>Funds Remaining:</b>
Maximum Annual Total Price	\$ 466,560.00	\$ 38,880.00	\$ 194,400.00	
Minimum Annual Total Price	\$ 220,000.00	\$ 18,333.33	\$ 91,666.65	
<i>Pursuant to paragraph 3.3.2 c. of the RFP, the next-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and approximately 23.3% of the funding allocation.</i>				
<i>Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%</i>				
Approximately 23.3% of the funding allocation equals: \$132,565.4000				
The five-month period price is more than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:				
Amount of Funding:		\$	132,565.40	\$ 151,500.9979

<b>Haven of Grace (Rank 4)</b>	<b>Total Price</b>	<b>Prorated Monthly Price</b>	<b>Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)</b>	<b>Funds Remaining:</b>
Maximum Annual Total Price	\$ 568,715.00	\$ 47,392.92	\$ 236,964.60	
Minimum Annual Total Price	\$ 76,234.00	\$ 6,352.83	\$ 31,764.15	
<i>Pursuant to paragraph 3.3.2 c. of the RFP, the next-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and approximately 23.3% of the funding allocation.</i>				
<i>Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: approximately 23.3%</i>				
Approximately 23.3% of the funding allocation equals: \$132,565.40000				
The five month period price is more than approximately 23.3% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding For An Annual Period:			\$132,565.40	\$ 18,935.6435

## Region 7

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):					\$	309,779.05
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):						
<b>Alliance for Life - Missouri (Rank 1)</b>						
				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)		Funds Remaining:
Maximum Annual Total Price	\$	228,000.00	\$	19,000.00	\$	95,000.00
Minimum Annual Total Price	\$	-	\$	-	\$	-
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.						
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Four Proposals: 30%						
30% of the funding allocation equals:						
The five month period price is more than 30% of the funding allocation. Therefore the amount of funding to be awarded is as follows:						
Amount of Funding:	\$	92,933.72	\$	92,933.72	\$	216,845.3300
<b>Catholic Charities of Southern Missouri, Inc. (Rank 2)</b>						
				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)		Funds Remaining:
Maximum Annual Total Price	\$	628,766.00	\$	52,397.167	\$	261,985.8350
Minimum Annual Total Price	\$	-	\$	-	\$	-
Pursuant to paragraph 3.3.2 c. of the RFP, the second-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and approximately 23.3% of the funding allocation.						
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%						
Approximately 23.3% of the funding allocation equals:						
The five month period price is more than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:						
Amount of Funding:	\$	72,281.7680	\$	72,281.768	\$	144,563.6239

Lutheran Family and Children's Services of Missouri (Rank 3)	Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 167,087.00	\$ 13,923.9167	\$ 69,619.5835	
Minimum Annual Total Price	\$ 148,000.00	\$ 12,333.33	\$ 61,666.65	
Pursuant to paragraph 3.3.2 c. of the RFP, the next-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and approximately 23.3% of the funding allocation.				
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%				
Approximately 23.3% of the funding allocation equals: \$ 72,281.77				
The five month period price is less than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:				
Amount of Funding:			\$ 69,619.584	\$ 74,944.0404

Laclede County Pregnancy Support Center (Rank 4)	Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 114,925.00	\$ 9,577.0833	\$ 47,885.4165	
Minimum Annual Total Price	\$ 40,000.00	\$ 3,333.33	\$ 16,666.65	
Pursuant to paragraph 3.3.2 c. of the RFP, the next-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and approximately 23.3% of the funding allocation.				
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%				
Approximately 23.3% of the funding allocation equals: \$ 72,281.77				
The five month period price is less than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:				
Amount of Funding:			\$ 47,885.42	\$ 27,058.6239

## Region 8

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP) :				\$	53,391.65
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):					
Alliance for Life - Missouri (Rank 1)		Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price		\$ 20,000.00	\$ 1,666.667	\$ 8,333.335	
Minimum Annual Total Price		\$ -	\$ -	\$ -	
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 40% of the funding allocation , whichever is less.					
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Three Proposals: 40%					
40% of the funding allocation equals: \$21,356.6600					
The five-month period price is less than 40% of the funding allocation. Therefore, the amount of funding to be awarded is as follows: Amount of Funding					
				\$ 8,333.3350	\$ 45,058.3150

Catholic Charities of Southern Missouri (Rank 2)	Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 73,150.00	\$ 6,095.83	\$ 30,479.15	
Minimum Annual Total Price	\$ -	\$ -	\$ -	
Pursuant to paragraph 3.3.2 c. of the RFP, the second-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and 30% of the funding allocation.				
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Three Proposals: 30%				
30% of the funding allocation equals: \$16,017.49500				
The five month period price is more than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows: Amount of Funding:				
			\$ 16,017.495	\$ 29,040.8200

Laclede County Pregnancy Support Center (Rank 3)	Total Price	Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 89,437.00	\$ 7,453.08	\$ 37,265.40	
Minimum Annual Total Price	\$ 35,000.00	\$ 2,916.67	\$ 14,583.35	
Pursuant to paragraph 3.3.2 c. of the RFP, the next-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and 30% of the funding allocation.				
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Three Proposals: 30%				
30% of the funding allocation equals:	\$ 16,017.49500			
The five month period price is more than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding:		\$	16,017.495	\$ 13,023.3250

## Region 9

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP) :					\$ 122,908.29
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):					
Alliance for Life - Missouri (Rank 1)					
				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 24,000.00	Prorated Monthly Price	\$ 2,000.00	\$ 10,000.00	
Minimum Annual Total Price	\$ -		\$ -	\$ -	
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 60% of the funding allocation , whichever is less.					
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Three Proposals: 40%					
40% of the funding allocation equals: \$ 49,163.32					
The five month period price is less than 60% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:					
Amount of Funding:	\$ 10,000.00				\$ 112,908.29
Lutheran Family and Children's Services Of Missouri (Rank 2)					
				Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 78,716.24	Prorated Monthly Price	\$ 6,559.6867	\$ 32,798.4335	
Minimum Annual Total Price	\$ 58,500.00		\$ 4,875.00	\$ 24,375.00	
Pursuant to paragraph 3.3.2 c. of the RFP, the second-ranked vendor, per geographic region shall be awarded a contract based on the vendor's Maximum Annual Total Price and Minimum Annual Total Price, as quoted on the Pricing Page, and 30% of the funding allocation.					
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Three Proposals: 30%					
30% of the funding allocation equals: \$36,872.4870					
The five month period price is less than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:					
Amount of Funding :	\$ 32,798.43				\$ 80,109.86

Catholic Charities of Southern Missouri (Rank 3)		Prorated Monthly Price	Price for the Period of February 1, 2017 through June 30, 2017 (pursuant to paragraph 3.3.2 i. of the RFP)	Funds Remaining:
Maximum Annual Total Price	\$ 94,500.00	\$ 7,875.00	\$ 39,375.00	
Minimum Annual Total Price	\$ -	\$ -	\$ -	
<i>Pursuant to paragraph 3.3.2 c. of the RFP, the next-ranked vendor, per geographic region shall be awarded a contract based on the vendor's</i>				
<i>Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Three Proposals: 30%</i>				
30% of the funding allocation equals:		\$ 36,872.49		
The five-month period price is more than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding:		\$	36,872.49	\$ 43,237.37

FUNDS REMAINING AFTER FOLLOWING AWARD PROCESS OUTLINED IN PARAGRAPHS 3.3.2 a. - d.		
REGION	FUNDS REMAINING	TOTAL AWARDED
Region 1	\$ 43,665.06	\$ 29,076.58
Region 2	\$ 34,220.83	\$ 28,666.65
Region 3	\$ 34,889.01	\$ 327,565.02
Region 4	\$ 87,830.08	\$ 88,111.52
Region 5	\$ (0.02)	\$ 63,425.00
Region 6	\$ 18,935.64	\$ 549,201.86
Region 7	\$ 27,058.62	\$ 282,720.49
Region 8	\$ 13,023.33	\$ 40,368.33
Region 9	\$ 43,237.37	\$ 79,670.92
TOTALS:	\$ 302,859.92	\$ 1,488,806.37
TOTAL ALLOCATION: \$		1,791,666.29
FUNDS REMAINING: \$		302,859.92

Pursuant to paragraph 3.3.2 e., "If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

The following pages show the process outlined in paragraph 3.3.2 e. for any remaining funds.



**Region 1 - Funds Remaining; Awarding Maximum Annual Total Price**

Pursuant to paragraph 3.3.2 e., " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

**Lutheran Family and Children's Services of Missouri** submitted the sole proposal for Region 1 and was awarded the Maximum Annual Total Price.

Total Funds Remaining:                      \$ 43,665.06

## **Region 2 - Funds Remaining; Awarding Maximum Annual Total Price**

Pursuant to paragraph 3.3.2 e. , "If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

**Alliance for Life - Missouri** submitted the sole proposal for Region 2 and was awarded the Maximum Annual Total Price.

Total Funds Remaining:        \$ 34,220.83

### Region 3 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e., " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum for Five-Month Period	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding
Alliance for Life - Missouri	\$108,736.21	\$ 112,500.00	\$ 3,763.79	\$ 34,889.01	\$ 3,763.79	\$112,500.00
Lutheran Family and Children's Services of Missouri	\$72,498.40	\$ 72,498.40	\$ -	\$ 31,125.22	NA	\$72,498.40
The L.I.G.H.T. House, Inc.	\$ 83,333.33	\$ 83,333.33	\$ -	\$31,125.22	NA	\$83,333.33
Mother's Refuge	\$62,997.08	\$ 62,997.08	\$ -	\$31,125.22	NA	\$62,997.08
				<b>\$31,125.22</b>		

#### Region 4 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e., " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum for Five-Month Period	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding
Alliance for Life - Missouri	\$4,166.65	\$ 4,166.65	\$ -	\$ 87,830.08	\$ -	\$4,166.65
Lutheran Family and Children's Services of Missouri	\$46,915.70	\$ 46,915.70	\$ -	\$ 87,830.08	\$ -	\$46,915.70
Faith Maternity	\$37,029.17	\$ 37,029.17	\$ -	\$ 87,830.08	\$ -	\$37,029.17
				\$ 87,830.08		

## Region 5 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e., " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended.

Total Funds Remaining:

**ALL FUNDS EXPENDED**

## Region 6 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e. , " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum for Five- Month Period	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding
Alliance for Life - Missouri	\$170,441.19	\$438,208.33	\$267,767.14	\$18,935.64	\$267,767.14	\$ 189,376.83
Lutheran Family and Children's Services of Missouri	\$113,629.87	\$ 113,629.87000	\$ -	\$ -	NA	\$ 113,629.87
Nurses for Newborns	\$132,565.40	\$ 194,400.00000	\$ 61,834.6000	\$ -	NA	\$ 132,565.40
Haven of Grace	\$132,565.40	\$ 236,964.60000	\$ 104,399.2000	\$ -	NA	\$ 132,565.40
				\$ -		

## Region 7 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e., " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum for Five-Month Period	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding
Alliance for Life - Missouri	\$ 92,933.72	\$ 95,000.00	\$ 2,066.28	\$ 27,058.6239	\$ 2,066.2800	\$ 95,000.00
Catholic Charities of Southern Missouri, Inc.	\$ 72,281.77	\$ 261,985.84	\$ 189,704.07	\$ 24,992.34	\$ 24,992.34	\$ 97,274.11
Lutheran Family and Children's Services of Missouri	\$ 69,619.58	\$ 69,619.58	\$ -	\$ -	\$ -	\$ 69,619.58
Laclede County Pregnancy Support Center	\$ 47,885.42	\$ 47,885.42	\$ -	\$ -	\$ -	\$ 47,885.42
				\$ -		

## Region 8 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e. , " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum for Five-Month Period	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding
Alliance for Life - Missouri	\$ 8,333.34	\$ 8,333.34	-	\$ 13,023.33	\$ -	\$ 8,333.33
Catholic Charities of Southern Missouri	\$ 16,017.50	\$ 30,479.15	\$ 14,461.65	\$ 13,023.33	\$ 13,023.33	\$ 29,040.83
Laclede County Pregnancy Support Center	\$ 16,017.50	\$ 37,265.40	\$ 21,247.90	\$ -	\$ -	\$ 16,017.50
				\$ -		



## Region 9 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e. , " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended.

Vendor ( <i>Rank Order</i> )	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum for Five-Month Period	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding	5-month awarded funding
Alliance for Life - Missouri	\$ 10,000.0000	\$ 10,000.0000	\$ -	\$ 43,237.3700	\$ -	\$ 10,000.0000	
Lutheran Family and Children's Services of Missouri	\$ 32,798.43	\$ 32,798.43	\$ -	\$ 43,237.37	\$ -	\$ 32,798.43	
Catholic Charities of Missouri	\$ 36,872.49	\$ 39,375.00	\$ 2,502.51	\$ 43,237.37	\$ 2,502.51	\$ 39,375.00	
				\$ 40,734.86			

TOTAL FUNDS REMAINING AFTER MAXIMUM ALLOCATION PER REGION	
Region	Funds
Region 1	\$ 43,665.06
Region 2	\$ 34,220.83
Region 3	\$31,125.22
Region 4	\$ 87,830.08
Region 5	\$ -
Region 6	\$ -
Region 7	\$ -
Region 8	\$ -
Region 9	\$ 40,734.86
Sum:	\$ 237,576.05

Pursuant to paragraph 3.3.2 f, " f. If the total available funding is not awarded, the State of Missouri shall have the right to utilize the remaining funds in a manner in the best interest of the State of Missouri. The decision regarding remaining funds rests solely with the State of Missouri." No additional funds are being awarded at this time.

**Maximum Annual Total Price  
Allocation Determination  
based upon \$4.3 million**

<b>Funding Available:</b>		<b>\$ 4,300,000.00</b>
<b>Geographic Region</b>	<b>Funding Allocation Approximate Percentage (per paragraph 3.3.2 a. 1 of the RFP )</b>	<b>Funding Allocation</b>
Geographic Region 1	4.06%	\$ 174,580.00
Geographic Region 2	3.51%	\$ 150,930.00
Geographic Region 3	20.23%	\$ 869,890.00
Geographic Region 4	9.82%	\$ 422,260.00
Geographic Region 5	3.54%	\$ 152,220.00
Geographic Region 6	31.71%	\$ 1,363,530.00
Geographic Region 7	17.29%	\$ 743,470.00
Geographic Region 8	2.98%	\$ 128,140.00
Geographic Region 9	6.86%	\$ 294,980.00
<b>GRAND TOTAL:</b>		<b>\$ 4,300,000.00</b>

Region 1

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):			\$	174,580.00	
Vendor (in rank order pursuant to paragraph 3.3.1 c. of the RFP)					
Lutheran Family and Children's Services of Missouri		Total Price		Funds Remaining:	
Maximum Annual Total Price		\$ 69,783.78			
Minimum Annual Total Price		\$ 46,521.00			
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 100% of the funding allocation, whichever is less.					
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with One Proposal: 100%					
The maximum annual total price quoted is less than the maximum percentage of the funding allocation.					
Therefore, the amount of funding to be awarded is as follows:					
Amount of Funding For An Annual Period:				\$ 69,783.78	\$ 104,796.22

## Region 2

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):				\$	150,930.00
Vendor (in rank order pursuant to paragraph 3.3.1 c. of the RFP)					
Alliance for Life - Missouri		Total Price		Funds Remaining:	
Maximum Annual Total Price		\$	68,800.00		
Minimum Annual Total Price		\$	-		
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 100% of the funding allocation as specified in the following table, whichever is less.					
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with One Proposal: 100%					
The maximum annual total price is more than the maximum percentage of the funding allocation.					
Therefore, the amount of funding to be awarded is as follows:					
Amount of Funding For An Annual Period:				\$	68,800.00
				\$	82,130.00

### Region 3

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):			\$	869,890.00
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):				
Alliance for Life - Missouri (Rank 1)			Total Price	
	Maximum Annual Total Price		\$	270,000.00
	Minimum Annual Total Price		\$	-
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.				
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Four Proposals: 30%				
30% of the funding allocation equals:			\$	260,967.00
The maximum annual total price is more than 30% of the funding allocation. Therefore the amount of funding to be awarded is as follows:				
Amount of Funding For An Annual Period:			\$	260,967.00
			\$	608,923.00

Lutheran Family and Children's Services of Missouri (Rank 2)		Total Price			Funds Remaining:
Maximum Annual Total Price		\$	173,996.15		
Minimum Annual Total Price		\$	135,136.00		
Pursuant to paragraph 3.3.2 b. of the RFP, the second-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or approximately 23.3% of the funding allocation, whichever is less.					
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%					
Approximately 23.3% of the funding allocation equals: \$ 202,974.30					
The maximum annual total price is less than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:					
Amount of Funding For An Annual Period:				\$ 173,996.15	\$ 434,926.85

<b>The L.I.G.H.T. House, Inc.</b> <b>(Rank 3)</b>		<b>Total Price</b>		<b>Funds Remaining:</b>
Maximum Annual Total Price	\$ 200,000.00			
Minimum Annual Total Price	\$ 20,000.00			
<i>Pursuant to paragraph 3.3.2 b. of the RFP, the next-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or approximately 23.3% of the funding allocation, whichever is less.</i>				
<i>Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%</i>				
Approximately 23.3% of the funding allocation equals:		\$ 202,974.30		
The maximum annual total price is less than approximately 23.3% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding For An Annual Period:			\$ 200,000.00	\$ 234,926.85

<b>Mother's Refuge</b> <b>(Rank 4)</b>		<b>Total Price</b>		<b>Funds Remaining:</b>
Maximum Annual Total Price	\$ 151,193.00			
Minimum Annual Total Price	\$ -			
<i>Pursuant to paragraph 3.3.2 b. of the RFP, the next-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or approximately 23.3% of the funding allocation, whichever is less.</i>				
<i>Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%</i>				
Approximately 23.3% of the funding allocation equals:		\$ 202,974.30		
The maximum annual total price is less than approximately 23.3% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding For An Annual Period:			\$ 151,193.00	\$ 83,733.85



## Region 4

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP) :			\$	422,260.00
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):				
Alliance for Life - Missouri (Rank 1)		Total Price		
	Maximum Annual Total Price	\$ 10,000.00		
	Minimum Annual Total Price	\$ -		
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 40% of the funding allocation, whichever is less.				
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Three Proposals: 40%				
40% of the funding allocation equals:				
			\$168,904.00	
The maximum annual total price is less than 40% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding For An Annual Period:			\$	10,000.00
			\$	412,260.00

Lutheran Family and Children's Services of Missouri (Rank 2)		Total Price			Funds Remaining:
Maximum Annual Total Price		\$	112,597.68		
Minimum Annual Total Price		\$	84,000.00		
Pursuant to paragraph 3.3.2 b. of the RFP, the second-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.					
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Three Proposals: 30%					
30% of the funding allocation equals:					
				\$126,678.00	
The maximum annual total price is less than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:					
Amount of Funding For An Annual Period:				\$	112,597.68
				\$	299,662.32

Faith Maternity (Rank 3)	Total Price	Funds Remaining:
Maximum Annual Total Price	\$ 88,870.00	
Minimum Annual Total Price	\$ -	
Pursuant to paragraph 3.3.2 b. of the RFP, the next-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.		
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Three Proposals: 30%		
30% of the funding allocation equals:	\$ 126,678.00	
The maximum annual total price is less than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows with the award exceeding the minimum annual total price required for an award:		
Amount of Funding For An Annual Period:	\$ 88,870.00	\$ 210,792.32

## Region 5

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):			\$	152,220.00
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):				
Alliance for Life - Missouri (Rank 1)		Total Price		Funds Remaining:
Maximum Annual Total Price		\$ 133,000.00		
Minimum Annual Total Price		\$ -		
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 60% of the funding allocation, whichever is less.				
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Two Proposals: 60%				
60% of the funding allocation equals:			\$	91,332.00
The maximum annual total price is more than 60% of the funding allocation. Therefore the amount of funding to be awarded is as follows:				
Amount of Funding For An Annual Period:			\$	91,332.00
			\$	60,888.00

Laclede County Pregnancy Support Center (Rank 2)		Total Price			Funds Remaining:
Maximum Annual Total Price		\$	115,000.00		
Minimum Annual Total Price		\$	40,000.00		
Pursuant to paragraph 3.3.2 b. of the RFP, the second-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 40% of the funding allocation, whichever is less.					
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Two Proposals: 40%					
40% of the funding allocation equals:				\$	60,888.00
The maximum annual total price is more than 40% of the funding allocation. Therefore the amount of funding to be awarded is as follows:					
Amount of Funding For An Annual Period:				\$	60,888.00

## Region 6

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP) :			\$ 1,363,530.00
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):			
Alliance for Life - Missouri (Rank 1)	Total Price		Funds Remaining:
Maximum Annual Total Price	\$	1,051,700.00	
Minimum Annual Total Price	\$	-	
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.			
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Four Proposals: 30%			
30% of the funding allocation equals:		\$	409,059.00
The maximum annual total price is more than 30% of the funding allocation. Therefore the amount of funding to be awarded is as follows:			
Amount of Funding For An Annual Period:		\$	409,059.00
			\$ 954,471.00
Lutheran Family and Children's Services of Missouri (Rank 2)	Total Price		Funds Remaining:
Maximum Annual Total Price	\$	272,711.69	
Minimum Annual Total Price	\$	211,000.00	
Pursuant to paragraph 3.3.2 b. of the RFP, the second-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or approximately 23.3% of the funding allocation, whichever is less.			
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%			
Approximately 23.3% of the funding allocation equals:		\$	318,156.95
The maximum annual total price is less than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:			
Amount of Funding For An Annual Period:		\$	272,711.69
			\$ 681,759.31

Nurses for Newborns (Rank 3)		Total Price	Funds Remaining:
Maximum Annual Total Price		\$ 466,560.00	
Minimum Annual Total Price		\$ 220,000.00	
Pursuant to paragraph 3.3.2 b. of the RFP, the next-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or approximately 23.3% of the funding allocation, whichever is less.			
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%			
Approximately 23.3% of the funding allocation equals: \$318,156.95			
The maximum annual total price is more than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:			
Amount of Funding For An Annual Period:		\$ 318,156.95	\$ 363,602.36

Haven of Grace (Rank 4)		Total Price	Funds Remaining:
Maximum Annual Total Price		\$ 568,715.00	
Minimum Annual Total Price		\$ 76,234.00	
Pursuant to paragraph 3.3.2 b. of the RFP, the next-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or approximately 23.3% of the funding allocation, whichever is less.			
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%			
Approximately 23.3% of the funding allocation equals: \$318,156.95			
The maximum annual total price is more than approximately 23.3% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:			
Amount of Funding For An Annual Period:		\$318,156.95	\$ 45,445.40

## Region 7

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):			\$ 743,470.00
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):			
<b>Alliance for Life - Missouri (Rank 1)</b>	<b>Total Price</b>		<b>Funds Remaining:</b>
Maximum Annual Total Price	\$ 228,000.00		
Minimum Annual Total Price	\$ -		
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.			
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Four Proposals: 30%			
30% of the funding allocation equals:			
	\$ 223,041.00		
The maximum annual total price is more than 30% of the funding allocation. Therefore the amount of funding to be awarded is as follows:			
Amount of Funding For An Annual Period:	\$ 223,041.00		\$ 520,429.00

<b>Catholic Charities of Southern Missouri, Inc. (Rank 2)</b>			<b>Funds Remaining:</b>
Maximum Annual Total Price	\$ 628,766.00		
Minimum Annual Total Price	\$ -		
Pursuant to paragraph 3.3.2 b. of the RFP, the second-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or approximately 23.3% of the funding allocation, whichever is less.			
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%			
Approximately 23.3% of the funding allocation equals:			
	\$ 173,476.31		
The maximum annual total price is more than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:			
Amount of Funding For An Annual Period:	\$ 173,476.31		\$ 346,952.69

Lutheran Family and Children's Services of Missouri (Rank 3)		Total Price	Funds Remaining:
Maximum Annual Total Price	\$	167,087.00	
Minimum Annual Total Price	\$	148,000.00	
Pursuant to paragraph 3.3.2 b. of the RFP, the next-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or approximately 23.3% of the funding allocation, whichever is less.			
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%			
Approximately 23.3% of the funding allocation equals:		\$ 173,476.31	
The maximum annual total price is less than 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:			
Amount of Funding For An Annual Period:		\$ 167,087.00	\$ 179,865.69

Laclede County Pregnancy Support Center (Rank 4)		Total Price	Funds Remaining:
Maximum Annual Total Price	\$	114,925.00	
Minimum Annual Total Price	\$	40,000.00	
Pursuant to paragraph 3.3.2 b. of the RFP, the next-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or approximately 23.3% of the funding allocation, whichever is less.			
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Four Proposals: Approximately 23.3%			
Approximately 23.3% of the funding allocation equals:		\$ 173,476.31	
The maximum annual total price is less than approximately 23.3% of the funding allocation. Therefore the amount of funding to be awarded is as follows:			
Amount of Funding For An Annual Period:		\$ 114,925.00	\$ 64,940.69

## Region 8

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP):			\$	128,140.00
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):				
Alliance for Life - Missouri (Rank 1)		Total Price		Funds Remaining:
Maximum Annual Total Price		\$	20,000.00	
Minimum Annual Total Price		\$	-	
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 40% of the funding allocation, whichever is less.				
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Three Proposals: 40%				
40% of the funding allocation equals:			\$51,256.00	
The maximum annual total price is less than 40% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding For An Annual Period:			\$	20,000.00
			\$	108,140.00

Catholic Charities of Southern Missouri (Rank 2)	Total Price		Funds Remaining:
Maximum Annual Total Price	\$	73,150.00	
Minimum Annual Total Price	\$	-	
Pursuant to paragraph 3.3.2 b. of the RFP, the second-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.			
Maximum Percentage of the Funding Allocation for the Second-Ranked Vendor, per Geographic Region with Three Proposals: 30%			
30% of the funding allocation equals: \$38,442.00			
The maximum annual total price is more than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows with the award exceeding the minimum annual total price required for an award:			
Amount of Funding For An Annual Period:			
	\$	38,442.00	\$ 69,698.00



Laclede County Pregnancy Support Center (Rank 3)		Total Price		Funds Remaining:
Maximum Annual Total Price				
	\$ 89,437.00			
Minimum Annual Total Price				
	\$ 35,000.00			
Pursuant to paragraph 3.3.2 b. of the RFP, the next-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.				
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Three Proposals: 30%				
30% of the funding allocation equals:				
	\$ 38,442.00			
The maximum annual total price is more than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding For An Annual Period:	\$ 38,442.00			\$ 31,256.00

**Region 9**

Funding Allocation (pursuant to paragraph 3.3.2 a. 1 of the RFP) :			\$	294,980.00
Vendors (in rank order pursuant to paragraph 3.3.1 c. of the RFP):				
Alliance for Life - Missouri (Rank 1)	Total Price			
Maximum Annual Total Price	\$	24,000.00		
Minimum Annual Total Price	\$	-		
Pursuant to paragraph 3.3.2 b. of the RFP, the top-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 40% of the funding allocation, whichever is less.				
Maximum Percentage of the Funding Allocation for the Top-Ranked Vendor, per Geographic Region with Three Proposals: 40%				
40% of the funding allocation equals:				
			\$	117,992.00
The maximum annual total price is less than 40% of the funding allocation. Therefore, the amount of funding to be awarded is as follows:				
Amount of Funding For An Annual Period:			\$	24,000.00
			\$	270,980.00
Funds Remaining:				

Catholic Charities of Southern Missouri (Rank 3)				Funds Remaining:
Maximum Annual Total Price	\$	94,500.00		
Minimum Annual Total Price	\$	-		
Pursuant to paragraph 3.3.2 b. of the RFP, the next-ranked vendor per geographic region shall be awarded a contract for either the Maximum Annual Total Price, as quoted on the Pricing Page, or 30% of the funding allocation, whichever is less.				
Maximum Percentage of the Funding Allocation for the Next-Ranked Vendor, per Geographic Region with Three Proposals: 30%				
30% of the funding allocation equals:		\$	88,494.00	
The maximum annual total price is more than 30% of the funding allocation. Therefore, the amount of funding to be awarded is as follows with the award exceeding the minimum annual total price required for an award:				
Amount of Funding For An Annual Period:				
		\$	88,494.00	\$ 103,769.76

FUNDS REMAINING AFTER FOLLOWING AWARD PROCESS OUTLINED IN PARAGRAPHS 3.3.2 a. - d.		
REGION	FUNDS REMAINING	TOTAL AWARDED
Region 1	\$ 104,796.22	\$ 69,783.78
Region 2	\$ 82,130.00	\$ 68,800.00
Region 3	\$ 83,733.85	\$ 786,156.15
Region 4	\$ 210,792.32	\$ 211,467.68
Region 5	\$ -	\$ 152,220.00
Region 6	\$ 45,445.40	\$ 1,318,084.60
Region 7	\$ 64,940.69	\$ 678,529.31
Region 8	\$ 31,256.00	\$ 96,884.00
Region 9	\$ 103,769.76	\$ 191,210.24
TOTALS:	\$ 726,864.24	\$ 3,573,135.76
TOTAL ALLOCATION: \$		4,300,000.00
FUNDS REMAINING: \$		726,864.24

Pursuant to paragraph 3.3.2 e., "If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

The following pages show the process outlined in paragraph 3.3.2 e. for any remaining funds.

**Region 1 - Funds Remaining; Awarding Maximum Annual Total Price**

Pursuant to paragraph 3.3.2 e., " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

**Lutheran Family and Children's Services of Missouri** submitted the sole proposal for Region 1 and was awarded the Maximum Annual Total Price.

Total Funds Remaining:       \$   104,796.22

## **Region 2 - Funds Remaining; Awarding Maximum Annual Total Price**

Pursuant to paragraph 3.3.2 e. , "If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

**Alliance for Life - Missouri** submitted the sole proposal for Region 2 and was awarded the Maximum Annual Total Price.

Total Funds Remaining:           \$ 82,130.00

### Region 3 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e. , " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum Annual Total Price Proposed	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding
Alliance for Life - Missouri	\$260,967.00	\$ 270,000.00	\$ 9,033.00	\$ 83,733.85	\$ 9,033.00	\$270,000.00
Lutheran Family and Children's Services of Missouri	\$173,996.15	\$ 173,996.15	-	\$ 74,700.85	-	\$173,996.15
The L.I.G.H.T. House, Inc.	\$200,000.00	\$ 200,000.00	-	\$ 74,700.85	-	\$200,000.00
Mother's Refuge	\$151,193.00	\$ 151,193.00	-	\$ 74,700.85	-	\$151,193.00
				<b>\$ 74,700.85</b>		

#### Region 4 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e., " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum Annual Total Price Proposed	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding
Alliance for Life - Missouri	\$10,000.00	\$ 10,000.00	\$ -	\$ 210,792.32	\$ -	\$10,000.00
Lutheran Family and Children's Services of Missouri	\$112,597.68	\$ 112,597.68	\$ -	\$ 210,792.32	\$ -	\$112,597.68
Faith Maternity	\$88,870.00	\$ 88,870.00	\$ -	\$ 210,792.32	\$ -	\$88,870.00
				\$ 210,792.32		



**Region 5 - Funds Remaining; Awarding Maximum Annual Total Price**

Pursuant to paragraph 3.3.2 e., " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended.

Total Funds Remaining:

**ALL FUNDS EXPENDED**

## Region 6 - Funds Remaining: Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e. , " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum Annual Total Price Proposed	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding	
Alliance for Life - Missouri	\$409,059.00	\$ 1,051,700.00	\$ 642,641.00	\$ 45,445.40	\$ 45,445.40	\$454,504.40	
Lutheran Family and Children's Services of Missouri	\$272,711.69	\$ 272,711.69	\$ -	\$ -	\$ -	\$272,711.69	
Nurses for Newborns	\$318,156.95	\$ 466,560.00	\$ 148,403.05	\$ -	\$ -	\$318,156.95	
Haven of Grace	\$318,156.95	\$ 568,715.00	\$ 250,558.05	\$ -	\$ -	\$318,156.95	
				\$ -			

## Region 7 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e. , " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum Annual Total Price Proposed	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding
Alliance for Life - Missouri	\$ 223,041.00	\$ 228,000.00	\$ 4,959.00	\$ 64,940.69	\$ 4,959.00	\$228,000.00
Catholic Charities of Southern Missouri, Inc.	\$ 173,476.31	\$ 628,766.00	\$ 455,289.69	\$ 59,981.69	\$ 59,981.69	\$ 233,458.00
Lutheran Family and Children's Services of Missouri	\$ 167,087.00	\$ 167,087.00	\$ -	\$ -	\$ -	\$167,087.00
Laclede County Pregnancy Support Center	\$ 114,925.00	\$ 114,925.00	\$ -	\$ -	\$ -	\$114,925.00
				\$ -		

## Region 8 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e., " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended."

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum Annual Total Price Proposed	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding	
Alliance for Life - Missouri	\$ 20,000.00	\$ 20,000.00	\$ -	\$ 31,256.00	\$ -	\$ 20,000.00	
Catholic Charities of Southern Missouri	\$ 38,442.00	\$ 73,150.00	\$ 34,708.00	\$ 31,256.00	\$ 31,256.00	\$ 69,698.00	
Laclede County Pregnancy Support Center	\$ 38,442.00	\$ 89,437.00	\$ 50,995.00	\$ -	\$ -	\$ 38,442.00	
				\$ -			

## Region 9 - Funds Remaining; Awarding Maximum Annual Total Price

Pursuant to paragraph 3.3.2 e. , " If funds remain after each vendor is awarded a contract as specified above, the top-ranked vendor shall be awarded a contract for the vendor's Maximum Annual Total Price, or a portion thereof, contingent upon the amount of the funding allocation remaining. If funds continue to remain after the award of the contract to the top-ranked vendor for the vendor's Maximum Annual Total Price, the state shall continue awarding contracts in the same manner to the second-ranked vendor(s), etc. until the total available funding allocation is expended.

Vendor (Rank Order)	Awarded Funding (per subparagraphs 3.3.2 b. and c.)	Maximum Annual Total Price Proposed	Difference	Total Funding Allocation Remaining	Additional Funding Up to Maximum	Total Awarded Funding
Alliance for Life - Missouri	\$ 24,000.00	\$ 24,000.00	\$ -	\$ 103,769.76	\$ -	\$24,000.00
Lutheran Family and Children's Services of Missouri	\$ 78,716.24	\$ 78,716.24	\$ -	\$ 103,769.76	\$ -	\$78,716.24
Catholic Charities of Missouri	\$ 88,494.00	\$ 94,500.00	\$ 6,006.00	\$ 103,769.76	\$ 6,006.00	\$94,500.00
				\$ 97,763.76		

TOTAL FUNDS REMAINING AFTER MAXIMUM ALLOCATION PER REGION	
Region	Funds
Region 1	\$ 104,796.22
Region 2	\$ 82,130.00
Region 3	\$ 74,700.85
Region 4	\$ 210,792.32
Region 5	\$ -
Region 6	\$ -
Region 7	\$ -
Region 8	\$ -
Region 9	\$ 97,763.76
Sum:	\$ 570,183.15

Pursuant to paragraph 3.3.2 f, " f. If the total available funding is not awarded, the State of Missouri shall have the right to utilize the remaining funds in a manner in the best interest of the State of Missouri. The decision regarding remaining funds rests solely with the State of Missouri." No additional funds are being awarded at this time.

Jeremiah W. (Jay) Nixon  
Governor



Doug Nelson  
Commissioner

State of Missouri  
**OFFICE OF ADMINISTRATION**  
Division of Purchasing  
301 West High Street, Room 630  
Post Office Box 809  
Jefferson City, Missouri 65102-0809  
(573) 751-2387 Fax: (573) 526-9816  
TTD: (800) 735-2966 Voice: (800) 735-2466  
<http://oa.mo.gov/purchasing>

Karen S. Boeger  
Director

December 19, 2016

Emily Kraft  
Office of Administration  
Harry S Truman Building  
301 West High Street, Room 430  
Jefferson City MO 65101

Dear Ms. Kraft:

As you are aware, the Division of Purchasing issued RFPS30034901700042 to establish contracts for alternatives to abortion program services.

In order to comply with the statutory mandate of awarding contracts to the "lowest and best" proposal, the evaluators were assigned the responsibility of determining responsiveness and conducting the subjective evaluation of experience and reliability and expertise of personnel, and method of performance.

The Division of Purchasing performed an objective cost evaluation in accordance with paragraph 3.4.1 of the RFP and performed the objective evaluation of MBE/WBE participation in accordance with section 3.7 of the RFP. The Division of Purchasing also reviewed the proposals to determine whether any of the vendors were eligible for preference bonus points by proposing participation from an Organization for the Blind and/or Sheltered Workshop or from a Service-Disabled Veteran Business Enterprise. Upon completion of the subjective evaluation and assignment of subjective points, the cost points and all other points assigned to each responsive vendor were added together in order to arrive at the total evaluation points assigned to each vendor.

Attached is a complete copy of the evaluation report prepared for the subject RFP.

Please review the findings of the evaluators and submit your recommendation regarding the procurement award to the Division of Purchasing as soon as possible. In your recommendation, please advise how many contracts you would like to be awarded pursuant to RFPS30034901700042 in order to satisfy the contractual service requirements of the Office of Administration. Please specify the total annual cost allocation per awarded vendor, per region, as well as the prorated cost allocation for the original contract period. Note that proposals must be considered for award in the lowest and best rank order identified on the attached Vendor Ranking by Region sheet and as identified in section 3.3.2 of the RFP. The attached Vendor Ranking by Region identifies the Minimum Annual Total Price required by each vendor to provide service.

If you have any questions, please feel free to contact me at 751-7656.

Sincerely,

A handwritten signature in cursive script, appearing to read "Julie Kleffner".

Julie Kleffner

Enclosure: Evaluation Report

## VENDOR RANKING BY REGION

REGION 1				
Vendor	Total Points	Rank	Minimum Annual Total Price Required to Provide Services (based upon a 12-month period)	Prorated Monthly Price
Lutheran Family and Children's Services of Missouri	190	1	\$ 46,521.00	\$ 3,876.75

REGION 2				
Vendor	Total Points	Rank	Minimum Annual Total Price Required to Provide Services (based upon a 12-month period)	Prorated Monthly Price
Alliance for Life - Missouri, Inc.	190	1	0	0

REGION 3				
Vendor	Total Points	Rank	Minimum Annual Total Price Required to Provide Services (based upon a 12-month period)	Prorated Monthly Price
Alliance for Life - Missouri, Inc.	157	1	0	0
Lutheran Family and Children's Services of Missouri	143	2	\$ 135,136.00	\$ 11,261.33
The L.I.G.H.T. House, Inc.	102	3	\$ 20,000.00	\$ 1,666.67
Mother's Refuge	94	4	0	0

REGION 4				
Vendor	Total Points	Rank	Minimum Annual Total Price Required to Provide Services (based upon a 12-month period)	Prorated Monthly Price
Alliance for Life- Missouri, Inc.	166	1	0	0
Lutheran Family and Children's Services of Missouri	147	2	\$ 84,000.00	\$ 7,000.00
Faith Maternity	109	3	0	0



## VENDOR RANKING BY REGION

REGION 5				
Vendor	Total Points	Rank	Minimum Annual Total Price Required to Provide Services (based upon a 12-month period)	Prorated Monthly Price
Alliance for Life - Missouri, Inc.	190	1	0	0
Laclede County Pregnancy Support Center	126	2	\$ 40,000.00	\$ 3,333.33

REGION 6				
Vendor	Total Points	Rank	Minimum Annual Total Price Required to Provide Services (based upon a 12-month period)	Prorated Monthly Price
Alliance for Life - Missouri, Inc.	188	1	0	0
Lutheran Family and Children's Services of Missouri	143	2	\$ 211,000.00	\$ 17,583.33
Nurses for Newborns	130	3	\$ 220,000.00	\$ 18,333.33
The Haven of Grace	110	4	\$ 76,234.00	\$ 6,352.83

REGION 7				
Vendor	Total Points	Rank	Minimum Annual Total Price Required to Provide Services (based upon a 12-month period)	Prorated Monthly Price
Alliance for Life - Missouri, Inc.	165	1	0	0
Catholic Charities of Southern Missouri, Inc.	136	2	0	0
Lutheran Family and Children's Services of Missouri	122	3	\$ 148,000.00	\$ 12,333.33
Laclede County Pregnancy Support Center	103	4	\$ 40,000.00	\$ 3,333.33

REGION 8				
Vendor	Total Points	Rank	Minimum Annual Total Price Required to Provide Services (based upon a 12-month period)	Prorated Monthly Price
Alliance for Life - Missouri, Inc.	187	1	0	0
Catholic Charities of Southern Missouri, Inc.	142	2	0	0

**VENDOR RANKING BY REGION**

Laclede County Pregnancy Support Center	123	3	\$ 35,000.00	\$ 2,916.67
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**REGION 9**

Vendor	Total Points	Rank	Minimum Annual Total Price Required to Provide Services (based upon a 12-month period)	Prorated Monthly Price
Alliance for Life - Missouri, Inc.	166	1	0	0
Lutheran Family and Children's Services of Missouri	154	2	\$ 58,500.00	\$ 4,875.00
Catholic Charities of Southern Missouri, Inc.	134	3	0	0

# REGION 1

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042**

**REGION 1**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop Preference (10 Points)	MO Service- Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Lutheran Family and Children's Services of Missouri	60	50	80	0	0	0	190
2							
3							
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RPPS30034901700042**

**REGION 1**

Julie Klafner, Buyer

Due to scanning and e-mailing the Evaluation Report form among the evaluators, the signature of the first evaluator on the form, Emily Kraft, was not legible; see attached copy for Emily Kraft's signature.

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	(Assigned by Division of Purchasing)		Total Points (Maximum 213 Points)
					Organization for the Blind/Sheltered Workshop (10 Points)	NO Service-Disabled Veteran Business Preference (3 Points)	
1 Lutheran Family and Children's Services of Missouri	60	50					
2							
3							
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Agency	Date
<i>Shirley Winston</i>	<u>Shirley Winston</u>	<u>Social Services</u>	<u>12-19-16</u>
Evaluator's Signature	Evaluator's Printed Name	Agency	Date
<i>Michelle Kelley</i>	<u>Michelle Kelley</u>	<u>Social Services</u>	<u>12/19/16</u>
Evaluator's Signature	Evaluator's Printed Name	Agency	Date
	<u>Fiscal Admin Manager</u>	<u>Social Services</u>	<u>12/19/16</u>

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042**

**REGION 1**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Lutheran Family and Children's Services of Missouri	60	50					
2							
3							
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

<i>Emily Kraft</i> Evaluator's Signature	<i>Emily Kraft</i> Evaluator's Printed Name	<i>Montana's Special Office of Administration</i> Agency	<i>12-14-16</i> Date
 Evaluator's Signature	 Evaluator's Printed Name	 Agency	 Date
 Evaluator's Signature	 Evaluator's Printed Name	 Agency	 Date

# **Subjective Evaluation**

## **Alternatives to Abortion Program Services**

**Office of Administration, Commissioner's Office**

**Request for Proposal RFPS30034901700042**

**REGION 1**

The attached narrative represents the evaluation committee's assessment of the responsive proposal submitted in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

The responsive proposal was received from Lutheran Family and Children's Services of Missouri (St. Louis, MO).

The evaluation committee was tasked with subjectively evaluating the proposal according to the established evaluation criteria of the RFP, which included the Vendor's Experience and Reliability and Expertise of Personnel (60 points) and Method of Performance (50 points).

The following narrative and subjective evaluation points assigned by the evaluation committee are based on the information presented in the vendor's proposal and subsequent Best and Final Offer (BAFO) responses. The subjective points assigned to the vendor were scored pursuant to the established evaluation criteria. The written narrative highlights the considerations which influenced the evaluators' opinions. While all areas of the RFP were considered during the evaluation, and the proposal was reviewed and discussed, if a particular factor was not specifically addressed in the narrative, the evaluation committee did not find concern regarding such factor.

Although the evaluation committee recognizes the vendor may have weaknesses identified in the narrative, the vendor being reviewed was awarded the maximum number of points available for each category.

## **Experience and Reliability and Expertise of Personnel (Maximum 60 Points)**

The following relevant factors were considered in the assessment of the vendor's experience and reliability, and the assessment of the vendor's expertise of personnel, including those of any subcontractor participants:

- Company history and nature of the vendor's business;
- Current contracts for similar services. The evaluation committee reviewed the re-pregnancy rate for fiscal year 2014 through fiscal year 2016. The rate was based on (1) the summary report from the state agency database identifying the number of unduplicated clients served and (2) the repeat pregnancy report lists women who were indicated by the provider as discharged from the program prior to the child's first birthday so the client can re-enroll for another pregnancy;
- Contracts gained/lost in the past two (2) years;
- Vendor is a non-for profit entity that promotes one (1) or more of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996;
- Structure of the organization;
- Pursuant to section 188.325 RSMo, additional consideration will be given if the vendor is an organization *"exempt from income taxation pursuant to the United States Internal Revenue Code"*. All vendors were determined to be exempt and, therefore, all vendors were determined to be equal in this area;
- Expertise of the contract representative and credentialed case managers; and
- Legal proceedings within the last three (3) years.

### **Lutheran Family and Children's Services of Missouri (60 Points)**

Lutheran Family and Children's Services (LFCS) of Missouri has taken the role as the lead agency on behalf of the Adoption and Foster Care Coalition of Missouri (AFCC), which is a current service provider of Alternatives to Abortion services through a contract with the Office of Administration. Services were provided, and will continue to be provided, through the Pregnancy Maintenance Network. The AFCC will be dissolving upon completion of the current Alternatives to Abortion contract. The services will be provided through the Pregnancy Maintenance Network which is comprised of the following entities: LFCS and Catholic Charities of Kansas City-St. Joseph.

LFCS of Missouri began as an orphans' home in 1868, then transformed into an incorporated social service agency in the 1960's. LFCS has been in its current structure since 1964.



- Catholic Charities has been in operation since 1879. Catholic Charities provides a range of services including adoption, services to pregnant women, and community services.

LFCS has a history of providing Alternatives to Abortion program services to multiple regions as members of the Pregnancy Maintenance Network. Pregnancy rate information by region and subcontractor is unavailable; however, the overall re-pregnancy rate among all regions is 17.7%. Contracts gained over the past two (2) years include Nurturing Kids and Nurturing Teens, and Foster Care Adoption Resource services. No contracts have been lost over the past two (2) years.

- Catholic Charities currently provides Alternatives to Abortion Program Services as a member of the Pregnancy Maintenance Network. In the past two (2) years, Catholic Charities has gained contracts with the following: Department of Corrections, Department of Labor, Missouri's Children's Trust Fund, Missouri Housing Trust Fund, and Department of Housing and Urban Development. Several contracts ended with the Department of Corrections and City/County/State Homelessness Prevention and Rapid Re-Housing Program (HPRP) projects.

LFCS is a non-for profit entity.

LFCS promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. LFCS provides some detail relative to the specific experience as it relates to the purpose. Specific information was not provided for the subcontractor.

The structure of the organization is described in adequate detail.

LFCS agrees to provide personnel with appropriate qualifications as outlined in the RFP.

LFCS does not identify any legal proceedings for itself. Catholic Charities has two pending lawsuits that have been filed against the agency for the unlawful firing of two (2) employees.

### SUMMARY

All aspects of the experience and reliability and expertise of personnel of LFCS' proposal were reviewed and evaluated. LFCS and its subcontractor have been in operation more than ten (10) years providing relative services. LFCS promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. The overall re-pregnancy rate among all regions is 17.7%. **Therefore, LFCS is assigned 60 points.**

### **Method of Performance (Maximum 50 Points)**

The following relevant factors were considered in the assessment of the vendor's method of performance, including those of any subcontractor participants:

- Service location, geographic proximity of the services being proposed to the majority of the clients to be served, and how women initially access services and locate the service location;
- Demographic profile of the at-risk population and outreach strategies, including strategies for addressing the cultural diversity of targeted clients.
- Site where the Initial Client Intake Assessment will be conducted and how client eligibility will be determined;
- Case management process and the hours of service, including emergency coverage outside of business hours and weekends;
- List and description of prenatal and parenting education courses including the source of the course material taught in each class;
- Description of the services identified in section 2.3.2 of the RFP; the service delivery system, including any referral network and referral plan, and the cultural competency of providers;
- Description of how the services will provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives;
- Description of how the proposed program will help to end the dependence of needy parents on government benefits by promoting job preparation, work, and marriage;
- Description of how the proposed program will reduce the incidence of future out-of-wedlock pregnancies and the identification of annual numerical goals for preventing and reducing the incidence of these pregnancies;
- Description of how the proposed program will encourage the formation and maintenance of two-parent families;
- Organization chart;
- Staffing plan;
- Management control, and supervision to ensure satisfactory contract performance;
- Number of non-residential clients and residential clients served;
- Implementation/Readiness Plan;
- Client Scenario; and
- Missouri Economic Impact.

**Lutheran Family and Children's Services of Missouri  
(50 Points)**

The service location is in St. Joseph, with a satellite location in Maryville. Most clients reside in Buchanan County and a small percentage of the women reside in the rural communities in Nodaway, Andrew, and Livingston Counties. The initial visit is in the St. Joseph office but subsequent appointments may be held at the office or in the community.

LFCS provides demographic statistics of clients previously served and for which they plan to continue to serve. In regard to age, 5% of the women are 19 years of age or younger, 77% of the women are in their 20s, and 18% of the women are in their 30s. Outreach strategies include community outreach, distributing flyers at various social service agencies, and participating in community health and parenting fairs. LFCS will partner with the University of Missouri Cooperative Extension to meet the needs of the culturally diverse groups served in the region and participates in the Bi-National Health Fair, an event promoted to Hispanics.

LFCS and the subcontracting agency markets Alternative to Abortion services as part of general operations across the geographic region. Primary marketing tools include brochures, flyers, and pull off tabs. Other strategies include website, twitter feeds, Facebook postings, radio, billboards, and resource fairs for professionals and community members. Program Managers and Case Managers are a part of ongoing collaborative efforts with other social service agencies. Collaborative efforts with other social services agencies include the Ecumenical Community Coalition.

Initial Client Intake and Assessment will occur at the service location or satellite location except under circumstances where the client is not able to get to the office, then the intake and assessment could take place offsite. LFCS has a detailed client eligibility determination process, including multiple forms of documentation verification. If the client meets all eligibility requirements, she is either immediately assigned a case manager or put on the wait list for until a case manager is available.

The case management process takes place over a series of meetings with the client that typically occur in the client's home or the professional office. Case managers work with pregnant women after normal business hours or on the weekends as the need arises. Clients are given the cell phone number of the case manager to be reached in case of an emergency. Each subcontractor has an on-call cell phone where an agency representative can assist the client. There are currently six on-call phone numbers, which provide coverage of the regions served, with one (1) number being used in Region 1 and Region 3. LFCS also utilizes a 24 hours a day, 7 days a week exchange service as a back-up.

LFCS provides a comprehensive list of training, as well as an attachment outlining the training, and identifies the curriculum.

LFCS provides a general description of the services specified in section 2.3.2 of the RFP and included a listing of the referral network providers for each service. Cultural competency is addressed through regular training on the importance of cultural diversity and by providing referrals to meet the cultural needs of the clients they service.

LFCS proposes to provide emergency assistance in the form of diapers, formula, rent payments, utility payments, and transportation assistance, so parents may continue residing in their own home or the home of relatives. A client-centric service model is used to provide a continuum of care for clients, based on what their needs are and the client's level of involvement in the program. To provide assistance to families, social workers utilize tools and trainings around budgeting, encourage and support the client's efforts to obtain employment, or further the parents' education to help families, and utilize community resources such as food pantries. If clients are still

interested in receiving support after the child's first birthday, they may transfer to another Catholic Charities' program not supported through Alternatives to Abortion funding.

To help end the dependence of needy parents on government benefits, LFCS helps the client identify the type of employment desired and any supportive services available to obtain employment. LFCS provides transportation assistance and identifies child care options. During monthly meetings with the case manager, clients will also discuss any barriers that may arise to obtaining employment. The case manager will assist with resources and explore the options available to the client so they can focus on maintaining employment. Catholic Charities has a Workforce Development program to aid clients. It is a goal to help families earn a living wage of at least \$11.50 per hour.

To reduce the incidence of future out-of-wedlock pregnancies, clients will be provided with information on the benefits of birth spacing and case managers follow up with clients regarding the recommendation of the clients' physicians regarding future pregnancies. Clients will be encouraged to pursue their goals of employment and education, which can also serve to reduce the incidence of these pregnancies through a focus on the future. While LFCS indicates preventing and reducing unplanned/out-of-wedlock pregnancies is a goal of the program, LFCS does not set specific annual numerical goals for preventing and reducing the incidence of these pregnancies.

If the client and father are no longer in a relationship, co-parenting will be discussed during monthly visits. If the client and father of the baby are in a relationship, the case manager will focus on engaging the father in services and talking with the couple about how to communicate and handle the stress of being a parent.

LFCS provided an organization chart showing the staffing and lines of authority for personnel.

LFCS identifies one (1) credentialed case manager for the region.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through LFCS' personnel.

LFCS proposes to serve 50 non-residential clients and one (1) residential client.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services will be performed by Missouri residents and offices are located within Missouri. The majority of products used to deliver services will be purchased in Missouri. Local and state taxes are paid.

#### **SUMMARY:**

LFCS has one (1) service location and one (1) satellite location. LFCS has a credentialed case manager to client ratio of 1:51. LFCS indicates no age limitation for women to be served and plans to serve all women of child-bearing age. LFCS identifies a plan to meet the needs of the culturally diverse groups served in the region, including participation in an event promoted to Hispanics. LFCS is available to provide services during normal hours and has a plan for emergencies and afterhours. LFCS is a Missouri-based company, which demonstrates an economic impact to Missouri. **Therefore, LFCS is assigned 50 points.**

**RFPS30034901700042**  
**Alternatives to Abortion Program Services**  
**Evaluation Of Cost**  
**Geographic Region 1**

**\*Evaluation of cost in accordance with paragraph 3.4.1 of the RFP**

<b>Vendor</b>	<b>Non-Residential Services Price Per Client</b>	<b>Non-Residential Services Cost Points (55 maximum)</b>	<b>Residential Care Services</b>	<b>Residential Care Services Cost Points (25 maximum)</b>	<b>Total Cost Points</b>
Lutheran Family and Children's Services of Missouri	\$ 164.72	55	\$ 50.00	25	80

# REGION 2

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042**

**REGION 2**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheeltered Workshop Preference (10 Points)	MO Service- Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	50	80	0	0	0	190
2							
3							
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042  
REGION 2**

Julie Kleifner, Buyer

Due to scanning and e-mailing the Evaluation Report form among the evaluators, the signature of the first evaluator on the form, Emily Kraft, was not legible; see attached copy for Emily Kraft's signature.

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service- Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)						
								(Assigned by Division of Purchasing)					
1 Alliance for Life - Missouni, Inc.	60	50											
2													
3													
4													
5													
6													
7													
8													

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature <u>Shelby Westphal</u> Evaluator's Signature	Evaluator's Printed Name Shelby Westphal	Title Prog Dev Specialist	Agency Social Services	Date 12-19-16
Evaluator's Signature <u>Michelle Kelley</u> Evaluator's Signature	Evaluator's Printed Name Michelle Kelley	Title Fiscal Admin Manager	Agency Social Services	Date 12/19/16



**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042  
REGION 2**

Julie Kleffner, Buyer

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	50					
2							
3							
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We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature: Emily Kraft      Evaluator's Printed Name: Agent Analysis Spec II Office of Administration      Title: Agent Analysis Spec II Office of Administration      Date: 12/14/12

Evaluator's Signature: \_\_\_\_\_      Evaluator's Printed Name: \_\_\_\_\_      Title: \_\_\_\_\_      Agency: \_\_\_\_\_      Date: \_\_\_\_\_

Evaluator's Signature: \_\_\_\_\_      Evaluator's Printed Name: \_\_\_\_\_      Title: \_\_\_\_\_      Agency: \_\_\_\_\_      Date: \_\_\_\_\_

# **Subjective Evaluation**

## **Alternatives to Abortion Program Services**

**Office of Administration, Commissioner's Office**

**Request for Proposal RFPS30034901700042**

**REGION 2**

The attached narrative represents the evaluation committee's assessment of the responsive proposal submitted in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

The responsive proposal was received from Alliance for Life – Missouri, Inc. (Greenwood, MO).

The evaluation committee was tasked with subjectively evaluating the proposal according to the established evaluation criteria of the RFP, which included the Vendor's Experience and Reliability and Expertise of Personnel (60 points) and Method of Performance (50 points).

The following narrative and subjective evaluation points assigned by the evaluation committee are based on the information presented in the vendor's proposal and subsequent Best and Final Offer (BAFO) responses. The subjective points assigned to the vendor were scored pursuant to the established evaluation criteria. The written narrative highlights the considerations which influenced the evaluators' opinions. While all areas of the RFP were considered during the evaluation, and the proposal was reviewed and discussed, if a particular factor was not specifically addressed in the narrative, the evaluation committee did not find concern regarding such factor.

Although the evaluation committee recognizes the vendor may have weaknesses identified in the narrative, the vendor for the category being reviewed was awarded the maximum number of points available for the category.

### **Experience and Reliability and Expertise of Personnel (Maximum 60 Points)**

The following relevant factors were considered in the assessment of the vendor's experience and reliability, and the assessment of the vendor's expertise of personnel, including those of any subcontractor participants:

- Company history and nature of the vendor's business;
- Current contracts for similar services. The evaluation committee reviewed the re-pregnancy rate for fiscal year 2014 through fiscal year 2016. The rate was based on (1) the summary report from the state agency database identifying the number of unduplicated clients served and (2) the repeat pregnancy report lists women who were indicated by the provider as discharged from the program prior to the child's first birthday so the client can re-enroll for another pregnancy;
- Contracts gained/lost in the past two (2) years;
- Vendor is a non-for-profit entity that promotes one (1) or more of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996;
- Structure of the organization;
- Pursuant to section 188.325 RSMo, additional consideration will be given if the vendor is an organization "*exempt from income taxation pursuant to the United States Internal Revenue Code*". All vendors were determined to be exempt and, therefore, all vendors were determined to be equal in this area;
- Expertise of the contract representative and credentialed case managers; and
- Legal proceedings within the last three (3) years.

#### **Alliance for Life – Missouri, Inc. (60 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) was organized to help establish collaboration among ministries. AFLMO was officially organized as a 501(c)3 in March of 2001 and has been operating in that capacity for over 15 years. AFLMO is a network of pregnancy resource centers, maternity homes, and adoption agencies across Missouri.

ALFMO contracts with the following partner agencies to provide Alternatives to Abortion Program services:

- Genesis House Maternity Home (Genesis) was formed in 2013. Genesis provides housing for pregnant mothers.
- Lifeline Pregnancy Help Clinic was incorporated in 1997. Lifeline is a pregnancy resource center.

AFLMO has a history of providing Alternatives to Abortion Program services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions is 5.3%. No contracts have been gained or lost in the past two (2) years.

- Genesis currently serves pregnant women by providing housing, food, transportation, and offering classes in parenting, budgeting, and nutrition, and as a subcontractor for AFLMO, provides assistance in finding jobs. No contracts have been gained or lost in the past two (2) years.
- Lifeline Pregnancy Help Clinic currently provides Alternatives to Abortion Program Services as a subcontractor to AFLMO. No other contracts have been gained or list in the past two (2) years.

AFLMO is a non-for-profit entity.

AFLMO promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996 by describing the experience of its subcontractors.

- Genesis promotes one (1) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Genesis provided a detailed explanation of the specific experience as it relates to the purpose.
- Lifeline Pregnancy Help Clinic promotes two (2) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Lifeline Pregnancy Help Clinic provided an adequate explanation of the specific experience as it relates to the purpose.

The structure of the organization for AFLMO, and its subcontractors, is described in adequate detail and appears appropriate.

AFLMO agrees to provide personnel with appropriate qualifications as outlined in the RFP.

AFLMO indicated no legal proceedings exist.

- Genesis indicated no legal proceedings exist.
- Lifeline Pregnancy Help Clinic indicated no legal proceedings exist.

**SUMMARY:** All aspects of the experience and reliability and expertise of personnel of AFLMO's proposal were reviewed and evaluated. AFLMO and its subcontractors have been in operation an average of more than ten (10) years providing relative services. AFLMO and its subcontractors promote an average of three and one-half (3.5) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. The overall re-pregnancy rate among all regions is 5.3%. **Therefore, AFLMO is assigned 60 points.**

### **Method of Performance (Maximum 50 Points)**

The following relevant factors were considered in the assessment of the vendor's method of performance, including those of any subcontractor participants:

- Service location, geographic proximity of the services being proposed to the majority of the clients to be served, and how women initially access services and locate the service location;
- Demographic profile of the at-risk population and outreach strategies, including strategies for addressing the cultural diversity of targeted clients;
- Site where the Initial Client Intake Assessment will be conducted and how client eligibility will be determined;
- Case management process and the hours of service, including emergency coverage outside of business hours and weekends;
- List and description of prenatal and parenting education courses including the source of the course material taught in each class;
- Description of the services identified in section 2.3.2 of the RFP; the service delivery system, including any referral network and referral plan, and the cultural competency of providers;
- Description of how the services will provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives;
- Description of how the proposed program will help to end the dependence of needy parents on government benefits by promoting job preparation, work, and marriage;
- Description of how the proposed program will reduce the incidence of future out-of-wedlock pregnancies and the identification of annual numerical goals for preventing and reducing the incidence of these pregnancies;
- Description of how the proposed program will encourage the formation and maintenance of two-parent families;
- Organization chart;
- Management control, and supervision to ensure satisfactory contract performance;
- Number of non-residential clients and residential clients served;
- Implementation/Readiness Plan;
- Client Scenario; and
- Missouri Economic Impact.

**Alliance for Life – Missouri, Inc.**  
**(50 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) proposes to provide service in multiple regions across Missouri through subcontractors. AFLMO projects to add another two (2) to five (5) subcontractors over the next three (3) years to serve more clients across Missouri, especially in areas that are underserved. However, AFLMO did not identify what regions the additional subcontractors would be located.

Service locations are Kirksville and Edina. The majority of clients served come from within the counties where the subcontractors are located; Adair and Knox.

The at-risk population to be served is “women of child-bearing age, of all races, at or below the 185% poverty level, at-risk for abortion and father of the baby if present”. Outreach strategies include: websites, billboards, Facebook ads, word of mouth, and local print media, along with Alternatives to Abortion marketing. Subcontractors address cultural diversity by providing materials written in Spanish maintaining contact information for individuals who may serve as interpreters for the clients and enlisting help from a large network of social service agencies and organizations to address individual needs and situations as they arise.

The Initial Client Intake Assessment will be conducted at the subcontractor location. To determine eligibility for the program, each client will make an appointment with the nearest subcontractor for a verification of pregnancy. The subcontractor will conduct the Initial Client Intake Assessment in a private mentoring room with a mentor. If the client demonstrates the need and eligibility for the program, the client will be scheduled to meet with the credentialed case manager.

The client is scheduled, at a minimum, for one case management visit every thirty (30) calendar days. Updates are completed to ensure the client objectives and services continue to address the needs of the client. Case management will be available at the subcontractor’s office(s) during normal work hours and through a hotline that is available 24 hours a day to connect at-risk clients with a provider in their area.

AFLMO indicates a variety of training materials will be used in conducting individual and group class training sessions, with attention to the mandatory topics of the contract. The material sources include full prenatal and parenting modules, such as Earn While You Learn, as well as booklets, handouts, and brochures from the state agency. Although AFLMO did not provide a description of the training, AFLMO provided a comprehensive list of educational materials.

AFLMO provides a generic description of the services specified in section 2.3.2 of the RFP. Each subcontractor provides direct services and/or makes referrals for those services AFLMO does not provide. By using pregnancy centers, maternity homes, and adoption agencies for the service delivery, AFLMO indicated it will be meeting the cultural competency of the clients. The agencies serve any client regardless of age, gender, race, religious backgrounds, language barriers, etc. Many agencies have materials in Spanish as well as English and have identified interpreters should they be needed for non-English speaking clients.

Families will be provided referrals or assistance with rent, utilities, supplies, clothing, and food, to make it possible for children to be cared for in their homes or the homes of relatives. A care plan will be developed to identify needs and set goals toward remaining in their home.

AFLMO’s program will help to end the dependence of needy parents on government benefits through on-going case management, assistance pursuing job training and placement services, referrals for employment assistance, and education on the value of marriage. Mens’ mentoring and education programs are offered to encourage employment and support of the family.

Clients receive education on sexual risk avoidance, STI/STD risks, healthy relationship boundaries, and the value of marriage and two parent families. STI/STD testing is provided in some subcontractor locations which gives the opportunity to educate both male and females of the risk of disease as well as the risk of pregnancy. AFLMO has a goal to see the number of teen (age 15–19) births make a steady decline of three (3) to five (5) percent. AFLMO indicated increasing the number of students educated through the healthy relationship programs will serve to impact the number of reduced pregnancies.

Healthy relationship education, that builds on the value of marriage and two-parent families, will be provided. Some of the subcontractors have or are developing men's mentoring programs to encourage the fathers to take responsibility and provide the support needed for the mother of his child and the child; however, AFLMO is proposing to provide services in several regions of the state but AFLMO did not identify which region(s) this is applicable to.

AFLMO provides an organizational chart showing the staffing and lines of authority for personnel.

AFLMO identifies two (2) credentialed case managers for the region.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory contract performance through AFLMO's personnel. Monthly reviews are conducted by the program manager to ensure compliance by all subcontractors. On-site visits and reviews are conducted at least twice during the four-year cycle of the contract to ensure all documentation, files, and personnel are in compliance with the contract.

AFLMO proposes to serve 25 non-residential clients and two (2) residential care clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services are provided in Missouri offices. AFLMO and its subcontractors pay Missouri employment taxes on their employees. AFLMO and its subcontractors employ more than 100 people throughout Missouri, provides social and pregnancy related medical services in rural communities, owns or leases more than 50 properties in Missouri. AFLMO described the cost avoidance to Missouri through the provision of services.

#### **SUMMARY:**

AFLMO has two (2) service locations. AFLMO has a credentialed case manager to client ratio of 1:13.5. AFLMO indicates no age limitation for women to be served and plans to serve all women of child-bearing age. AFLMO's plan to address cultural diversity includes materials in Spanish and providing interpreters. AFLMO is available to provide services during normal hours and has a plan for emergencies and afterhours. AFLMO is a Missouri-based company, which demonstrates an economic impact to Missouri. **Therefore, AFLMO is assigned 50 points.**

**RFP530034901700042**  
**Alternatives to Abortion Program Services**  
**Evaluation Of Cost**  
**Geographic Region 2**

**\*Evaluation of cost in accordance with paragraph 3.4.1 of the RFP**

<b>Vendor</b>	<b>Non-Residential Services Price Per Client</b>	<b>Non-Residential Services Cost Points (55 maximum)</b>	<b>Residential Care Services</b>	<b>Residential Care Services Cost Points (25 maximum)</b>	<b>Total Cost Points</b>
Alliance for Life - Missouri Inc.	\$ 83.33	55	\$ 1,825.00	25	80



# REGION 3

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042  
REGION 3**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel	Method of Performance	Cost	MBE/WBE Participation	Organization for the Blind/Sheltered Workshop Preference	MO Service- Disabled Veteran Business Preference	Total Points
			(Maximum 80 Points)	(Maximum 10 Points)	(10 Points)	(3 Points)	(Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	51	50	56	0	0	0	157
2 The L.I.G.H.T. House, Inc.	40	41	21	0	0	0	102
3 Lutheran Family and Children's Services of Missouri	50	40	53	0	0	0	143
4 Mother's Refuge	60	31	3	0	0	0	94
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6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042  
REGION 3**

Julie Kleffner, Buyer

Due to scanning and e-mailing the Evaluation Report form among the evaluators, the signature of the first evaluator on the form, Emily Kraft, was not legible; see attached copy for Emily Kraft's signature.

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/ Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	51	50					
2 The L.I.G.H.T. House, Inc.	40	41					
3 Lutheran Family and Children's Services of Missouri	50	40					
4 Mother's Refuge	60	31					
5							
6							
7							
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We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
<i>[Signature]</i>	Stella Westphal	Program Development Spec	Social Services	12-19-16
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
<i>[Signature]</i>	Michelle Kelley	Fiscal Admin Manager	Social Services	12/19/16
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
<i>[Signature]</i>	Michelle Kelley	Fiscal Admin Manager	Social Services	12/19/16

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042**

**REGION 3**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service- Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	51	50					
2 The L.I.G.H.T. House, Inc.	40	41					
3 Lutheran Family and Children's Services of Missouri	50	40					
4 Mother's Refuge	60	31					
5							
6							
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We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

<i>Emily Kraft</i> Evaluator's Signature	<i>Emily Kraft</i> Evaluator's Printed Name	<i>Major Ambrose, Jr. II</i> Title	<i>Office of Administration</i> Agency	<i>12/14/11</i> Date
 Evaluator's Signature	 Evaluator's Printed Name	 Title	 Agency	 Date
 Evaluator's Signature	 Evaluator's Printed Name	 Title	 Agency	 Date

# **Subjective Evaluation**

## **Alternatives to Abortion Program Services**

**Office of Administration, Commissioner's Office**

**Request for Proposal RFPS30034901700042**

**REGION 3**

The attached narrative represents the evaluation committee's assessment of the responsive proposals submitted in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

Responsive proposals were received from:

1. Alliance for Life – Missouri, Inc. (Greenwood, MO)
2. The L.I.G.H.T. House, Inc. (Kansas City, MO)
3. Lutheran Family and Children's Services of Missouri (St. Louis, MO)
4. Mother's Refuge (Independence, MO)

The evaluation committee was tasked with subjectively evaluating the proposals according to the established evaluation criteria of the RFP, which included the Vendor's Experience and Reliability and Expertise of Personnel (60 points) and Method of Performance (50 points).

The following narrative and subjective evaluation points assigned by the evaluation committee are based on the information presented in the vendors' proposals and subsequent Best and Final Offer (BAFO) responses. The subjective points assigned to each vendor were scored pursuant to the established evaluation criteria. The written narrative highlights the considerations which influenced the evaluators' opinions. While all areas of the RFP were considered during the evaluation, and the proposals were reviewed and discussed, if a particular factor was not specifically addressed in the narrative, the evaluation committee did not find distinction among the vendors regarding such factor and found such factor to be acceptable by all vendors.

Although the evaluation committee recognizes the "best" vendor may have weaknesses identified in the narrative, the vendor that was determined to be the "best" for the category being reviewed was awarded the maximum number of points available for that category.

### **Experience and Reliability and Expertise of Personnel (Maximum 60 Points)**

The following relevant factors were considered in the assessment of each vendor's experience and reliability, and the assessment of each vendor's expertise of personnel, including those of any subcontractor participants:

- Company history and nature of the vendor's business;
- Current contracts for similar services. The evaluation committee reviewed the re-pregnancy rate for fiscal year 2014 through fiscal year 2016. The rate was based on (1) the summary report from the state agency database identifying the number of unduplicated clients served and (2) the repeat pregnancy report lists women who were indicated by the provider as discharged from the program prior to the child's first birthday so the client can re-enroll for another pregnancy;
- Contracts gained/lost in the past two (2) years;
- Vendor is a non-for-profit entity that promotes one (1) or more of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996;
- Structure of the organization;
- Pursuant to section 188.325 RSMo, additional consideration will be given if the vendor is an organization "*exempt from income taxation pursuant to the United States Internal Revenue Code*". All vendors were determined to be exempt and, therefore, all vendors were determined to be equal in this area;
- Expertise of the contract representative and credentialed case managers; and
- Legal proceedings within the last three (3) years.

**Mother's Refuge  
(60 Points)**

Mother's Refuge was founded in 1987 and has been providing homes to homeless, pregnant, and parenting women ages 21 and younger.

Mother's Refuge has a long history of providing Alternatives to Abortion Program services. The re-pregnancy rate is 5%. In addition to the Alternative to Abortion Program contract, Mother's Refuge has a contract to provide bed nights for homeless, pregnant, and parenting youth women and a contract for residential care for pregnant and parenting young women and their babies. No contracts have been gained or lost in the past two (2) years.

Mother's refuge is a non-for-profit entity.

Mother's Refuge promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Mother's Refuge provided a detailed explanation of the specific experience as it relates to the purpose.

The structure of the organization is described in adequate detail.

Mother's Refuge agrees to provide personnel with appropriate qualifications as outlined in the RFP.

Mother's Refuge indicated no legal proceedings exist.

**Alliance for Life – Missouri, Inc.  
(51 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) was organized to help establish collaboration among ministries. AFLMO was officially organized as a 501(c)3 in March of 2001 and has been operating in that capacity for over 15 years. AFLMO is a network of pregnancy resource centers, maternity homes, and adoption agencies across Missouri.

AFLMO contracts with the following partner agencies to provide Alternatives to Abortion Program services:

- Alternatives Clinic was originally called the LIGHT House Pregnancy Center when it was formed in 1992. Alternatives Clinic provides Alternatives to Abortion program services.
- Golden Valley Door of Hope (Golden Valley) was formed in 2009. Golden Valley is a pregnancy resource center.
- Rachel House was incorporated in 1998. Rachel House is a pregnancy resource center.

AFLMO has a long history of providing Alternatives to Abortion Program services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions is 5.3%. No contracts have been gained or lost in the past two (2) years.

- Alternatives Clinic currently provides Alternatives to Abortion Program Services as a subcontractor for AFLMO. No contracts have been gained or lost in the past two (2) years.
- Golden Valley currently provides Alternatives to Abortion Program Services as a subcontractor to AFLMO. No contracts have been gained or lost in the past two (2) years.
- Rachel House currently provides Alternatives to Abortion Program Services. No contracts have been gained or lost in the past two (2) years.

AFLMO is a non-for-profit entity.

AFLMO promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996 by describing the experience of its subcontractors.

- Alternatives Clinic promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Alternative Clinic provides some detail relative to the specific experience as it relates to the purpose.
- Golden Valley promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Golden Valley provided a detailed explanation of the specific experience as it relates to the purpose.
- Rachel House promotes two (2) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Although Rachel House described experience as it relates to the purpose, the description lacked specific detail.

The structure of the organization for AFLMO, and its subcontractors, is described in adequate detail and appears appropriate.

AFLMO agrees to provide personnel with appropriate qualifications as outlined in the RFP.

AFLMO indicated no legal proceedings exist.

- Alternatives Clinic indicated no legal proceedings exist.
- Golden Valley indicated no legal proceedings exist.
- Rachel House indicated no legal proceedings exist.

#### **Lutheran Family and Children's Services of Missouri (50 Points)**

Lutheran Family and Children's Services (LFCS) of Missouri has taken the role as the lead agency on behalf of the Adoption and Foster Care Coalition of Missouri (AFCC), which is a current service provider of Alternatives to Abortion services through a contract with the Office of Administration. Services were provided, and will continue to be provided, through the Pregnancy Maintenance Network. The AFCC will be dissolving upon completion of the current Alternatives to Abortion contract. The services will be provided through the Pregnancy Maintenance Network which is comprised of the following entities: LFCS and Catholic Charities of Kansas City-St. Joseph.

LFCS of Missouri began as an orphans' home in 1868, then transformed into an incorporated social service agency in the 1960's. The LFCS has been in its current structure since 1964.

- Catholic Charities has been in operation since 1879. Catholic Charities provides a range of services including adoption, services to pregnant women, and community services.

LFCS has a long history of providing Alternatives to Abortion program services to multiple regions as members of the Pregnancy Maintenance Network. Pregnancy rate information by region and subcontractor is unavailable; however, the overall re-pregnancy rate among all regions is 17.7%. Contracts gained over the past two (2) years include Nurturing Kids and Nurturing Teens, and Foster Care Adoption Resource services. No contracts have been lost over the past two (2) years.



- Catholic Charities currently provides Alternatives to Abortion Program Services as a member of the Pregnancy Maintenance Network. In the past two (2) years, Catholic Charities has gained contracts with the following: Department of Corrections, Department of Labor, Missouri's Children's Trust Fund, Missouri Housing Trust Fund, and Department of Housing and Urban Development. Several contracts ended with the Department of Corrections and City/County/State Homelessness Prevention and Rapid Re-Housing Program (HPRP) projects.

LFCS is a non-for-profit entity.

LFCS promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. LFCS provides some detail relative to the specific experience as it relates to the purpose. It is not clear whether the four purposes for LFCS are intended for all organizations under their umbrella, including Catholic Charities in this region.

The structure of the organization is described in adequate detail.

LFCS agrees to provide personnel with appropriate qualifications as outlined in the RFP.

LFCS does not identify any legal proceedings for itself. Catholic Charities has two pending lawsuits that have been filed against the agency for unlawfully firing of two (2) employees.

#### **The LIGHT House (40 Points)**

The LIGHT House was founded in 1985 and has been providing services for women experiencing unplanned pregnancy.

The LIGHT House has a long history of providing Alternatives to Abortion Program services. The re-pregnancy rate is 19%. No other contracts have been gained or lost during the past two (2) years.

The LIGHT House is a non-for-profit entity.

The LIGHT House promotes three (3) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. An adequate description was provided for two (2) purposes. Although the description of the experience for the remaining purpose is detailed, it refers to a "question 2" without a clear explanation of exactly what "question 2" is being referred to.

The structure of the organization is described in adequate detail.

The LIGHT House agrees to provide personnel with appropriate qualifications as outlined in the RFP.

No legal proceedings were identified for the past three (3) years.

#### **SUMMARY**

All vendors and any of their subcontractors have been in operation an average of more than ten (10) years providing relative services.

All of the vendors are non-for-profit entities. LFCS and Mother's Refuge, promote the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity

Reconciliation Act of 1996. Comparatively, while AFLMO promotes four (4) purposes one of its subcontractors promotes only two (2) purposes. The LIGHT House promotes fewer purposes than the other vendors.

Mother's Refuge has the lowest re-pregnancy rate at 5%, with AFLMO, along with its subcontractors, having a comparatively low re-pregnancy rate at 5.3%. In comparison, LFCS, along with its subcontractors, and The LIGHT House have the highest re-pregnancy rates at 17.7% and 19% respectively.

**Because Mother's Refuge has the lowest re-pregnancy rate and promotes the four purposes established by Congress, Mother's Refuge is assigned 60 points. AFLMO has a comparatively low re-pregnancy rate, but one of AFLMO's subcontractors promotes only two of the purposes established by Congress; therefore, AFLMO is assigned 51 points. While LFCS promotes the four purposes established by Congress, it is not clear whether LFCS's proposed subcontractor also promotes the four purposes established by Congress. Additionally, LFCS had a much higher re-pregnancy rate in comparison to Mother's Refuge and AFLMO and therefore is assigned 50 points. The LIGHT House has the highest re-pregnancy rate and promotes the fewest number of purposes established by Congress in comparison to of the vendors; therefore, The LIGHT House is assigned 40 points.**

### **Method of Performance (Maximum 50 Points)**

The following relevant factors were considered in the assessment of each vendor's method of performance, including those of any subcontractor participants:

- Service location, geographic proximity of the services being proposed to the majority of the clients to be served, and how women initially access services and locate the service location;
- Demographic profile of the at-risk population and outreach strategies, including strategies for addressing the cultural diversity of targeted clients;
- Site where the Initial Client Intake Assessment will be conducted and how client eligibility will be determined;
- Case management process and the hours of service, including emergency coverage outside of business hours and weekends;
- List and description of prenatal and parenting education courses including the source of the course material taught in each class;
- Description of the services identified in section 2.3.2 of the RFP; the service delivery system, including any referral network and referral plan, and the cultural competency of providers;
- Description of how the services will provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives;
- Description of how the proposed program will help to end the dependence of needy parents on government benefits by promoting job preparation, work, and marriage;
- Description of how the proposed program will reduce the incidence of future out-of-wedlock pregnancies and the identification of annual numerical goals for preventing and reducing the incidence of these pregnancies;
- Description of how the proposed program will encourage the formation and maintenance of two-parent families;
- Organization chart;
- Management control, and supervision to ensure satisfactory contract performance;
- Number of non-residential clients and residential clients served;
- Implementation/Readiness Plan;
- Client Scenario; and
- Missouri Economic Impact.

**Alliance for Life – Missouri, Inc.  
(50 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) proposes to provide service in multiple regions across Missouri through subcontractors. AFLMO projects to add another two (2) to five (5) subcontractors over the next three (3) years to serve more clients across Missouri, especially in areas that are underserved. However, AFLMO did not identify what regions the additional subcontractors would be located.

Service locations are in Harrisonville, Clinton, and Lee's Summit. Satellite locations include Grandview, Independence, North Kansas City, and Kansas City. The majority of clients served come from within the counties where the subcontractors are located: Cass, Henry, and Jackson.

The at-risk population to be served is "women of child-bearing age, of all races, at or below the 185% poverty level, at-risk for abortion and father of the baby if present". Outreach strategies include: websites, billboards, Facebook ads, word of mouth, and local print media; along with the Alternatives to Abortion marketing. Subcontractors address cultural diversity by providing materials written in Spanish maintaining contact information for individuals who may serve as interpreters for the clients and enlisting help from a large network of social service agencies and organizations to address individual needs and situations as they arise.

The Initial Client Intake Assessment will be conducted at the subcontractor location. To determine eligibility for the program, each client will make an appointment with the nearest subcontractor for a verification of pregnancy. The subcontractor will conduct the Initial Client Assessment in a private mentoring room with a mentor. If the client demonstrates the need and eligibility for the program, the client will be scheduled to meet with the credentialed case manager.

The client is scheduled, at a minimum, for one case management visit every thirty (30) calendar days. Updates are completed to ensure the client objectives and services continue to address the needs of the client. Case management will be available at the subcontractor's office(s) during normal work hours and through a hotline that is available 24 hours a day to connect at-risk clients with a provider in their area.

AFLMO indicates a variety of training materials will be used in conducting individual and group class training sessions, with attention to the mandatory topics of the contract. The material sources include full prenatal and parenting modules, such as Earn While You Learn, as well as booklets, handouts, and brochures from the state agency. Although AFLMO did not provide a description of the training, AFLMO provided a comprehensive list of educational materials.

AFLMO provides a generic description of the services specified in section 2.3.2 of the RFP. Each subcontractor provides direct services and/or makes referrals for those services AFLMO does not provide. By using pregnancy centers, maternity homes, and adoption agencies for the service delivery, AFLMO indicated it will be meeting the cultural competency of the clients. The agencies serve any client regardless of age, gender, race, religious backgrounds, language barriers, etc. Many agencies have materials in Spanish as well as English and have identified interpreters should they be needed for non-English speaking clients.

Families will be provided referrals or assistance with rent, utilities, supplies, clothing, and food, to make it possible for children to be cared for in their homes or the homes of relatives. A care plan will be developed to identify needs and set goals toward remaining in their home.

AFLMO's program will help to end the dependence of needy parents on government benefits through on-going case management, assistance in pursuing job training and placement services, referrals for employment assistance,

and education on the value of marriage. Men's mentoring and education programs are offered to encourage employment and support of the family.

Clients receive education on sexual risk avoidance, STI/STD risks, healthy relationship boundaries, and the value of marriage and two-parent families. STI/STD testing is provided in some subcontractor locations which gives the opportunity to educate both male and females of the risk of disease as well as the risk of pregnancy. AFLMO has a goal to see the number of teen (age 15 – 19) births make a steady decline of three (3) to five (5) percent. AFLMO indicated increasing the number of students educated through the healthy relationship programs will serve to impact the number of reduced pregnancies.

Healthy relationship education, that builds on the value of marriage and two-parent families, will be provided. Some of the subcontractors have or are developing men's mentoring programs to encourage the fathers to take responsibility and provide the support needed for the mother of his child and the child. AFLMO is proposing to provide these services in several regions of the state but did not identify the region(s).

AFLMO provides an organizational chart showing the staffing and lines of authority for personnel.

AFLMO identifies three (3) credentialed case managers for the region.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory contract performance through AFLMO's personnel. Monthly reviews are conducted by the program manager to ensure compliance by all subcontractors. On-site visits and reviews are conducted at least twice during the four-year cycle of the contract to ensure all documentation, files, and personnel are in compliance with the contract.

AFLMO proposes to serve 270 non-residential clients

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services are provided in Missouri offices. AFLMO and its subcontractors pay Missouri employment taxes on their employees. The AFLMO and its subcontractors employ more than 100 people throughout Missouri, provides social and pregnancy related medical services in rural communities, and owns or leases more than 50 properties in Missouri. AFLMO described the cost avoidance to Missouri through the provision of services.

#### **The LIGHT House (41 Points)**

The LIGHT House service location, as well as the satellite location, are in Kansas City. The service area includes Bates, Buchanan, Cass, Clay, Jackson, Lafayette, and Platte counties.

The LIGHT House provides demographic statistics of the clients served in 2015. The organization serves clients 12-22 years of age. The LIGHT House indicated it will accept all clients regardless of religious, cultural, or economic background. Outreach strategies include posters and brochures in areas such as gas stations, schools, libraries, doctors' offices, and hospitals.

Marketing of services includes brochures, posters, social media, and training opportunities to churches, schools, hospitals, and health clinics.

Initial Client Intake Assessments will be conducted in person with clients at the satellite office. Eligibility determination is based upon the requirements of the RFP.

The LIGHT House provides an organization chart showing the staffing and lines of authority for personnel.

Individualized plans are reviewed weekly during case management sessions and during a weekly client review which includes the case manager, advocate, program director, and counselor. Clients have access to 24-hour support staff.

The LIGHT House provides a list of the prenatal and parenting education courses and identifies the curriculum for a limited number of classes.

The LIGHT House provides a general description of the services specified in section 2.3.2 of the RFP. The LIGHT House has a Baby Boutique and clothing closet with items being provided at no cost to the client. The LIGHT House will refer drug abuse clients to community treatment at no cost to the client. Minor clients are required to continue with formal education unless the client has obtained her GED.

To provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives, training opportunities will be made available to the clients. Upon program completion, clients are referred to the weekly Outreach Program which offers additional education and support. Clients are provided the opportunity to have a case manager meet with them one (1) year after exiting the program.

The LIGHT House provides education and encouragement in order to reduce out-of-wedlock pregnancies. The LIGHT House does not identify any annual numerical goals for preventing or reducing out-of-wedlock pregnancies.

The LIGHT House educates clients on the importance of having both parents involved with the child. All clients are assessed for domestic violence through a screening tool. If the father is deemed appropriate and a safe support to the client, the father is encouraged to be involved in the care and support of the child.

The LIGHT House provides an organizational chart showing the staffing and lines of authority for personnel.

The LIGHT House identifies two (2) credentialed case managers for the region.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through the LIGHT House's personnel.

The LIGHT House proposes to serve 48 non-residential clients and "11/10" residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate. The LIGHT House provides a breakdown of the cost per day.

The LIGHT House will pay employment taxes on its employees. Offices are located within Missouri. The LIGHT House will purchase goods and services from local vendors. The LIGHT House recognized the cost avoidance to Missouri through the provision of services.

**Lutheran Family and Children's Services of Missouri  
(40 Points)**

The service location is in Kansas City. Most clients reside in Jackson County and a small percentage of the women reside in the Cass, Clay, and Platte Counties. The initial visit is at the office but subsequent appointments may be held at the office or in the community.

LFCS provides demographic statistics of clients previously served and for which they plan to continue to serve. In regard to age, 2% of the women are 19 years of age or younger, 65% of the women are in their 20s, 28% of the women are in their 30s, and 5% are in their 40s. Outreach strategies include community outreach, distributing flyers at various social service agencies that serve diverse and underserved populations, website, social media, a quarterly newsletter, and participating in the citywide Child Abuse Prevention Month activities.

LFCS and the subcontracting agency markets Alternative to Abortion services as part of general operations across the geographic region. Primary marketing tools include brochures, flyers, and pull off tabs. Other strategies include website, twitter feeds, Facebook postings, radio, billboards, and resource fairs for professionals and community members. Program Managers and Case Managers are a part of ongoing collaborative efforts with other social service agencies. Collaborative efforts with other social service agencies include Metropolitan Adoption Council, Missouri Child Health Coalition, and National Association of Social Workers Annual Symposium.

Initial client intake and assessment will occur at the service location except under circumstances where the client is not able to get to the office, then the intake and assessment could take place offsite. LFCS has a detailed client eligibility determination process, including multiple forms of documentation verification. If the client meets all eligibility requirements, she is either immediately assigned a case manager or put on the wait list until a case manager is available.

The case management process takes place over a series of meetings with the client that typically occur in the client's home or the professional office. Case managers work with pregnant women after normal business hours or on the week-ends as the need arises. Clients are given the cell phone number of the case manager to be reached in case of an emergency. The subcontractor has an on-call cell phone where an agency representative can assist the client. There are currently six on-call phone numbers, which provide coverage of the regions served with one (1) number being used in Region 1 and Region 3. LFCS also utilizes a 24 hours a day, 7 days a week exchange service as a back-up.

LFCS provides a comprehensive list of training, as well as an attachment outlining the training, and identifies the curriculum.

LFCS provides a general description of the services specified in section 2.3.2 of the RFP and included a listing of the referral network providers for each service. Cultural competency is addressed through regular training on the importance of cultural diversity and by providing referrals to meet the cultural needs of the clients they serve.

LFCS proposes to provide emergency assistance in the form of diapers, formula, rent payments, utility payments, and transportation assistance, so parents may continue residing in their own home or the home of relatives. A client-centric service model is used to provide a continuum of care for clients, based on what their needs are and the client's level of involvement in the program. To provide assistance to families, social workers utilize tools and trainings around budgeting, encouraging and supporting the client's efforts to obtain employment, or further the parents' education to help families, and utilizing community resources such as food pantries. If clients are still interested in receiving support after the child's first birthday, they may transfer to another Catholic Charities' program not supported through Alternatives to Abortion funding.

To help end the dependence of needy parents on government benefits, LFCS helps the client identify the type of employment desired and identify any supportive services available to obtain employment. LFCS provides transportation assistance and identifies child care options. During monthly meetings with the case manager, clients will also discuss any barriers that may arise to obtaining employment. The case manager will assist with resources and explore the options available to the client so they can focus on maintaining employment. Catholic Charities has a Workforce Development program to aid clients. It is a goal to help families earn a living wage of at least \$11.50 per hour.

To reduce the incidence of future out-of-wedlock pregnancies, clients will be provided with information on the benefits of birth spacing and case managers follow up with clients regarding the recommendation of the clients' physicians regarding future pregnancies. Clients will be encouraged to pursue their goals of employment and education, which can also serve to reduce the incidence of these pregnancies through a focus on the future. While LFCS indicates preventing and reducing unplanned/out-of-wedlock pregnancies is a goal of the program, LFCS does not set specific annual numerical goals for preventing and reducing the incidence of these pregnancies.

If the client and father are no longer in a relationship, co-parenting will be discussed during monthly visits. If the client and father of the baby are in a relationship, the case manager will focus on engaging the father in services and talking with the couple about how to communicate and handle the stress of being a parent.

LFCS provided an organization chart showing the staffing and lines of authority for personnel.

LFCS identifies two (2) credentialed case managers for the region.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through LFCS' personnel.

LFCS proposes to serve 150 non-residential clients and one (1) residential client.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services will be performed by Missouri residents and offices are located within Missouri. The majority of products used to deliver services will be purchased in Missouri. Local and state taxes are paid.

### **Mother's Refuge (31 Points)**

Mother's Refuge service location is in Independence in Jackson County. The majority of the clients are within a 20-mile radius of the shelter.

Mother's Refuge provides demographic statistics of clients previously served and plans to continue to serve. Mother's Refuge serves women ages 21 and younger. Outreach strategies include YouTube informational video, Facebook, Instagram, visiting public and private schools, open houses, mail client brochures, and participate in inner-city resource fairs. Mother's Refuge addresses cultural diversity through management meetings and listening to former clients and outside advice.

Marketing efforts include speaking engagements, personal contacts, resource fairs, public media, annual newsletters, and annual open house events. Other marketing strategies include mailing informational materials to school nurses, social workers, and counselors; visiting local schools, resource fairs, churches, businesses,



community groups, and other agencies; a web page; social media; and public service announcements on cable television.

The Initial Client Intake Assessment will be conducted at the service location. If the client is unable to access the location through the bus system, the client is provided cab vouchers or the case manager will bring the client to and from the assessment. Mother's Refuge has a detailed client eligibility determination process, including the use of a state identification as documentation verification. If the client meets all eligibility, she is either immediately assigned a case manager or put on the wait list until a case manager is available.

Mother's Refuge thoroughly describes the case management process. The case manager maintains client specific documentation in a confidential Individual Resident Binder. When a client moves from the facility, she completes an evaluation form and is placed in an Aftercare Program for an additional year. Normal case management hours are Monday through Friday, 9:00 a.m. – 5:00 p.m. However, the case manager may stay later in the evenings or work on weekends and is also available by phone at all other times for emergencies. Awake staff will be available 24-hours a day, seven (7) days a week all year long to answer phones and provide direct care for clients. Staff members have access to the case managers' cell phone number as well as the directors' numbers for emergencies.

Mother's Refuge provides a general list of the prenatal and parenting training topics and identifies a curriculum that will be utilized.

Mother's Refuge provides a general description of the services specified in section 2.3.2 of the RFP. Through formal monthly meetings and weekly informal meetings, the case manager follows-up to ensure all support services are accessed as needed. Mother's Refuge provides clothing as needed by the client and the client's child. It is a requirement of Mother's Refuge Residential program for clients to actively pursue formal education through public school, a General Education Diploma program, or other accredited education opportunities. The clients will be provided with domestic abuse protection including any service, transportation, and assistance with obtaining an order of protection to assure the physical and emotional safety of the client and her child(ren).

To end the dependence of needy parents on government benefits, Mother's Refuge provides a stable place for the client to live so the client can work towards a self-sufficient future. Clients create a working resume with references, attend job readiness and interviewing technique classes, and volunteer once a month to learn how to give back to the community. Clients create a family budget, are taught financial skills, and participate in the Earn as You Learn Assimilated Money program.

To provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives, Mother's Refuge will provide shelter, food, clothing, supplies, medical access assistance, transportation, and educational opportunities. Clients continue their formal education, save 75% of all money earned, and pay off debts.

To reduce the incidence of future out-of-wedlock pregnancies, Mother's Refuge will provide clients with a home after the birth of their baby. During their residence in the home, women attend classes that teach about the importance of birth spacing, self-esteem, healthy relationship building, and various women health issues. Mother's Refuge did not identify any annual numerical goals for preventing and reducing the incidence of out-of-wedlock pregnancies.

Mother's Refuge promotes and encourages the formation and maintenance of two-parent families through self-esteem and parenting classes, inviting fathers to participate in medical appointments and parenting activities, and encouraging family counseling. Staff members provide two-family role modeling for the client.

Mother's Refuge provides an organization chart showing the staffing and lines of authority for personnel.

Mother's Refuge identifies one (1) credentialed case manager for the region.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through Mother's Refuge personnel.

Mother's Refuge proposes to serve 80 non-residential clients and 50 residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Mother's Refuge offices are located within Missouri. Mother's Refuge recognized the cost avoidance to Missouri through the provision of services.

### **SUMMARY**

With seven (7) service locations throughout the region, AFLMO has more locations than the other vendors. LFCS has two (2) offices throughout the region which is double the number of office locations of The LIGHT House with one (1) office and Mother's Refuge with one (1) office.

The LIGHT House has the best credentialed case manager to client ratio, 1:29.5, which may allow for better individualized support to the clients served. At a ratio of one (1) credential case manager to 51 clients, LFCS' ratio is nearly double that of The LIGHT House. AFLMO's ratio of one (1) credential case manager to 90 clients is triple that of The LIGHT House. Mother's Refuge has the weakest credentialed case manager to client ratio of 1:130.

In comparison to AFLMO and LFCS who indicate no age limitation for women to be served and plan to serve all women of child-bearing age, The LIGHT House and Mother's Refuge have narrower age ranges of 12-22 and 21 and under, respectively. The narrow range may leave a large number of potential clients outside the age ranges without service.

AFLMO has the best cultural diversity plan which includes materials written in Spanish and the provision of interpreters. The other vendors presented a general cultural diversity plan.

All vendors' hours of availability are similar.

All vendors are Missouri-based companies, which demonstrates an economic impact to Missouri.

**Therefore, AFLMO is assigned 50 points, The LIGHT House is assigned 41 points, LFCS is assigned 40 points, and Mother's Refuge is assigned 31 points.**

RFPS30034901700042

Alternatives to Abortion Program Services

Evaluation Of Cost

Geographic Region 3

\*Evaluation of cost in accordance with paragraph 3.4.1 of the RFP

Vendor	Non-Residential Services Price Per Client	Non-Residential Services Cost Points (55 maximum)	Residential Care Services	Residential Care Services Cost Points (25 maximum)	Total Cost Points (rounded)
Alliance for Life - Missouri Inc.	\$ 83.33	55.0	\$ 1,825.00	0.7	56
The LIGHT House	\$ 225.00	20.4	\$ 3,000.00	0.4	21
Lutheran Family and Children's Services of Missouri	\$ 166.09	27.6	\$ 50.00	25.0	53
Mother's Refuge	\$ 2,150.33	2.1	\$ 3,225.50	0.4	3

# REGION 4

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042  
REGION 4**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop Preference (10 Points)	MO Service- Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life- Missouri, Inc.	60	50	56	0	0	0	166
2 Faith Maternity	54	40	15	0	0	0	109
3 Lutheran Family and Children's Services of Missouri	60	46	41	0	0	0	147
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFFS30034901700042  
REGION 4**

**Julie Kleffner, Buyer**

Due to scanning and e-mailing the Evaluation Report form among the evaluators, the signature of the first evaluator on the form, Emily Kraft, was not legible; see attached copy for Emily Kraft's signature.

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	(Assigned by Division of Purchasing)			Total Points (Maximum 213 Points)
				MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	
1 Alliance for Life- Missouri, Inc.	60	50					
2 Faith Maternity Lutheran Family and Children's Services of Missouri	54	40					
3	60	46					
4							
5							
6							
7							
8							

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Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
<i>Shirley Westphal</i>	Shirley Westphal	Proj. Dev. Spec.	Social Services	12-19-16
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
<i>Michelle Kelley</i>	Michelle Kelley	Fiscal Admin Manager	Social Services	12/19/16
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042  
REGION 4**

Julie Kleffner, Buyer

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Assigned by Division of Purchasing) (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service- Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life- Missouri, Inc.	60	50					
2 Faith Maternity	54	40					
3 Lutheran Family and Children's Services of Missouri	60	46					
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

*Erin J. Kraft* *Erin J. Kraft* *Manager, Analysis, Spec II, Office of Administration*  
 Evaluator's Signature Evaluator's Printed Name Title Agency Date

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 Evaluator's Signature Evaluator's Printed Name Title Agency Date

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 Evaluator's Signature Evaluator's Printed Name Title Agency Date

# **Subjective Evaluation**

## **Alternatives to Abortion Program Services**

**Office of Administration, Commissioner's Office**

**Request for Proposal RFPS30034901700042**

**REGION 4**

The attached narrative represents the evaluation committee's assessment of the responsive proposals submitted in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

Responsive proposals were received from:

1. Alliance for Life – Missouri, Inc. (Greenwood, MO)
2. Faith Maternity (Fulton, MO)
3. Lutheran Family and Children's Services of Missouri (St. Louis, MO)

The evaluation committee was tasked with subjectively evaluating the proposals according to the established evaluation criteria of the RFP, which included the Vendor's Experience and Reliability and Expertise of Personnel (60 points) and Method of Performance (50 points).

The following narrative and subjective evaluation points assigned by the evaluation committee are based on the information presented in the vendors' proposals and subsequent Best and Final Offer (BAFO) responses. The subjective points assigned to each vendor were scored pursuant to the established evaluation criteria. The written narrative highlights the considerations which influenced the evaluators' opinions. While all areas of the RFP were considered during the evaluation, and each proposal was reviewed and discussed, if a particular factor was not specifically addressed in the narrative, the evaluation committee did not find distinction among the vendors regarding such factor and found such factor to be acceptable by all vendors.

Although the evaluation committee recognizes the "best" vendor may have weaknesses identified in the narrative, the vendor that was determined to be the "best" for the category being reviewed was awarded the maximum number of points available for that category.



### **Experience and Reliability and Expertise of Personnel (Maximum 60 Points)**

The following relevant factors were considered in the assessment of each vendor's experience and reliability, and the assessment of each vendor's expertise of personnel, including those of any subcontractor participants:

- Company history and nature of the vendor's business;
- Current contracts for similar services. The evaluation committee reviewed the re-pregnancy rate for fiscal year 2014 through fiscal year 2016. The rate was based on (1) the summary report from the state agency database identifying the number of unduplicated clients served and (2) the repeat pregnancy report lists women who were indicated by the provider as discharged from the program prior to the child's first birthday so the client can re-enroll for another pregnancy;
- Contracts gained/lost in the past two (2) years;
- Vendor is a non-for-profit entity that promotes one (1) or more of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996;
- Structure of the organization;
- Pursuant to section 188.325 RSMo, additional consideration will be given if the vendor is an organization "*exempt from income taxation pursuant to the United States Internal Revenue Code*". All vendors were determined to be exempt and, therefore, all vendors were determined to be equal in this area;
- Expertise of the contract representative and credentialed case managers; and
- Legal proceedings within the last three (3) years.

**Alliance for Life – Missouri, Inc.**  
**(60 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) was organized to help establish collaboration among ministries. AFLMO was officially organized as a 501(c)3 in March of 2001 and has been operating in that capacity for over 15 years. AFLMO is a network of pregnancy resource centers, maternity homes, and adoption agencies across Missouri.

AFLMO contracts with the following partner agency to provide Alternatives to Abortion Program services:

- Pregnancy Help Center has been in operation since 1989. Pregnancy Help Center is a pregnancy resource center.

AFLMO has a long history of providing Alternatives to Abortion Program services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions is 5.3%. No contracts have been gained or lost in the past two (2) years.

- Pregnancy Help Center currently provides Alternatives to Abortion Program Services as a subcontractor to AFLMO. No contracts have been gained or lost in the past two (2) years.

AFLMO is a non-for-profit entity.

AFLMO promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996 by describing the experience of its subcontractors.

- Pregnancy Help Center promotes two (2) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996.

The structure of the organization for AFLMO, and its subcontractor, is described in adequate detail and appears appropriate.

AFLMO agrees to provide personnel with appropriate qualifications as outlined in the RFP.

AFLMO indicated no legal proceedings exist.

- Pregnancy Help Center indicated no legal proceedings exist.

**Lutheran Family and Children's Services of Missouri**  
**(60 Points)**

Lutheran Family and Children's Services (LFCS) of Missouri has taken the role as the lead agency on behalf of the Adoption and Foster Care Coalition of Missouri (AFCC), which is a current service provider of Alternatives to Abortion services through a contract with the Office of Administration. Services were provided, and will continue to be provided, through the Pregnancy Maintenance Network. The AFCC will be dissolving upon completion of the current Alternatives to Abortion contract.

LFCS of Missouri began as an orphans' home in 1868, then transformed into an incorporated social service agency in the 1960's. LFCS has been in its current structure since 1964.

LFCS has a long history of providing Alternatives to Abortion program services to multiple regions as members of the Pregnancy Maintenance Network. Pregnancy rate information by region and subcontractor is unavailable; however, the overall re-pregnancy rate among all regions is 17.7%. Contracts gained over the past two (2) years include Nurturing Kids and Nurturing Teens, and Foster Care Adoption Resource services. No contracts have been lost over the past two (2) years.

LFCS is a non-for-profit entity.

LFCS promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. LFCS provides some detail relative to the specific experience as it relates to the purpose.

The structure of the organization is described in adequate detail.

LFCS agrees to provide personnel with appropriate qualifications as outlined in the RFP.

LFCS does not identify any legal proceedings.

#### **Faith Maternity (54 Points)**

Faith Maternity has been in operation since 2002 as a group maternity home. A second office was opened in July 2016.

Faith Maternity has a long history of providing Alternatives to Abortion Program services. The re-pregnancy rate was 19.6%. No other contracts have been gained or lost in the past two (2) years.

Faith Maternity is a non-for-profit entity.

Faith Maternity promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Faith Maternity provided a detailed explanation of the specific experience as it relates to the purpose.

The structure of the organization is described in adequate detail and appears appropriate.

Faith Maternity agrees to provide personnel with appropriate qualifications as outlined in the RFP.

Faith Maternity indicated no legal proceedings exist.

#### **SUMMARY**

All vendors and their subcontractors have been in operation more than an average of ten (10) years providing relative services.

All vendors are non-for-profit entities. Faith Maternity and LFCS promote the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. AFLMO promotes four (4) purposes but its subcontractor promotes fewer purposes.

AFLMO has the lowest re-pregnancy rate at 5.3%. LFCS has the second lowest re-pregnancy rate at 17.7%. In comparison, Faith Maternity has the highest re-pregnancy rate at 19.6%.

**Although AFLMO's subcontractor promotes only two of the four of the purposes established by Congress, AFLMO has the lowest re-of all the vendors; therefore, AFLMO is assigned 60 points. Although LFCS has a higher re-pregnancy rate than AFLMO, LFCS promotes the four purposes established by Congress, and therefore is also assigned 60 points. Faith Maternity also promotes the four purposes established by Congress but has the highest re-pregnancy rate of the vendors; therefore, Faith Maternity is assigned 54 points.**

### **Method of Performance (Maximum 50 Points)**

The following relevant factors were considered in the assessment of each vendor's method of performance, including those of any subcontractor participants:

- Service location, geographic proximity of the services being proposed to the majority of the clients to be served, and how women initially access services and locate the service location;
- Demographic profile of the at-risk population and outreach strategies, including strategies for addressing the cultural diversity of targeted clients;
- Site where the Initial Client Intake Assessment will be conducted and how client eligibility will be determined;
- Case management process and the hours of service, including emergency coverage outside of business hours and weekends;
- List and description of prenatal and parenting education courses including the source of the course material taught in each class;
- Description of the services identified in section 2.3.2 of the RFP; the service delivery system, including any referral network and referral plan, and the cultural competency of providers;
- Description of how the services will provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives;
- Description of how the proposed program will help to end the dependence of needy parents on government benefits by promoting job preparation, work, and marriage;
- Description of how the proposed program will reduce the incidence of future out-of-wedlock pregnancies and the identification of annual numerical goals for preventing and reducing the incidence of these pregnancies;
- Description of how the proposal program will encourage the formation and maintenance of two-parent families;
- Organization chart;
- Management control, and supervision to ensure satisfactory contract performance;
- Number of non-residential clients and residential clients served;
- Implementation/Readiness Plan;
- Client Scenario; and
- Missouri Economic Impact.

**Alliance for Life – Missouri, Inc.  
(50 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) proposes to provide service in multiple regions across Missouri through subcontractors. AFLMO projects to add another two (2) to five (5) subcontractors over the next three (3) years to serve more clients across Missouri, especially in areas that are underserved. However, AFLMO did not identify what regions the additional subcontractors would be located.

The service location is in Camdenton. The majority of clients served come from within the county where the subcontractor is located: Camden.

The at-risk population to be served is “women of child-bearing age, of all races, at or below the 185% poverty level, at-risk for abortion and father of the baby if present”. Outreach strategies include: websites, billboards, Facebook ads, word of mouth, and local print media, along with Alternatives to Abortion marketing. The subcontractor addresses cultural diversity by providing materials written in Spanish maintaining contact information for individuals who may serve as interpreters for the clients and enlisting help from a large network of social service agencies and organizations to address individual needs and situations as they arise.

The Initial Client Intake Assessment will be conducted at the subcontractor location. To determine eligibility for the program, each client will make an appointment with the nearest subcontractor for a verification of pregnancy. The subcontractor will conduct the Initial Client Intake Assessment in a private mentoring room with a mentor. If the client demonstrates the need and eligibility for the program, the client will be scheduled to meet with a credentialed case manager.

The client is scheduled, at a minimum, for one case management visit every thirty (30) calendar days. Updates are completed to ensure the client objectives and services continue to address the needs of the client. Case management will be available at the subcontractor office(s) during normal work hours and through a hotline that is available 24 hours a day to connect at-risk clients with a provider in their area.

AFLMO indicates a variety of training materials will be used in conducting individual and group class training session, with attention to the mandatory topics of the contract. The material sources include full prenatal and parenting modules, such as Earn While You Learn, as well as booklets, handouts, and brochures from the state agency. Although AFLMO did not provide a description of the training, AFLMO provided a comprehensive list of educational materials.

AFLMO provides a generic description of the services specified in section 2.3.2 of the RFP. The subcontractor provides direct services and/or makes referrals for those services AFLMO does not provide. By using pregnancy centers, maternity homes, and adoption agencies for the service delivery, AFLMO indicated it will be meeting the cultural competency of the clients. The agencies serve any client regardless of age, gender, race, religious backgrounds, language barriers, etc. Many agencies have materials in Spanish as well as English and have identified interpreters should they be needed for non-English speaking clients.

Families will be provided referrals or assistance with rent, utilities, supplies, clothing, and food, to make it possible for children to be cared for in their homes or the homes of relatives. A care plan will be developed to identify needs and set goals toward remaining in their home.

AFLMO's program will help to end the dependence of needy parents on government benefits through on-going case management, assistance pursuing job training and placement services, referrals for employment assistance, and education on the value of marriage. Men's mentoring and education programs are offered to encourage employment and support of the family.

Clients receive education on sexual risk avoidance, STI/STD risks, healthy relationship boundaries, and the value of marriage and two-parent families. STI/STD testing is provided in the subcontractor's location which gives the opportunity to educate both male and females of the risk of disease as well as the risk of pregnancy. AFLMO has a goal to see the number of teen (age 15 – 19) births make a steady decline of three (3) to five (5) percent. AFLMO indicated increasing the number of students educated through the healthy relationship programs will serve to impact the number of reduced pregnancies.

Healthy relationship education, that builds on the value of marriage and two-parent families, will be provided. The subcontractor has or is developing men's mentoring programs to encourage the fathers to take responsibility and provide the support needed for the mother of his child and the child. AFLMO is proposing to provide these services in several regions of the state but did not identify the region(s).

AFLMO provides an organizational chart showing the staffing and lines of authority for personnel.

AFLMO identifies one (1) credentialed case manager for the region.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory contract performance through AFLMO's personnel. Monthly reviews are conducted by the program manager to ensure compliance by the subcontractor. On-site visits and reviews are conducted at least twice during the four-year cycle of the contract to ensure all documentation, files, and personnel are in compliance with the contract.

AFLMO proposes to serve 24 non-residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services are provided in Missouri offices. AFLMO and its subcontractor pay Missouri employment taxes on their employees. *AFLMO and its subcontractor employ more than 100 people throughout Missouri, provides social and pregnancy related medical services in rural communities, and owns or leases more than 50 properties in Missouri.* AFLMO described the cost avoidance to Missouri through the provision of services.

#### **Lutheran Family and Children's Services of Missouri (46 Points)**

The service location is in Columbia, with a satellite location in Jefferson City. Most clients reside in Boone County and others live in Callaway, Cole, and Cooper Counties. Clients will be provided assistance with transportation to the office or by meeting in the client's home, if needed.

LFCS provides demographic statistics of clients previously served and for which they plan to continue to serve. In regard to age, 14% of the women are 19 years of age or younger, 52% of the women are in their 20s, and 34% of the women are in their 30s. Outreach strategies include community outreach, distributing flyers at various social service agencies that serve diverse and underserved populations, website, and social media. Case managers mirror the client demographics in the community, which assists in meeting the needs of the cultural diversity of the targeted clients.

LFCS markets Alternative to Abortion services as part of general operations across the geographic region. Primary marketing tools include brochures, flyers, and pull off tabs. Other strategies include website, twitter feeds, Facebook postings, radio, billboards, and resource fairs for professionals and community members. Program Managers and Case Managers in each region are a part of ongoing collaborative efforts with other social

service agencies. Collaborative efforts with other social services agencies include Putting Kids First Coalition, NET-Early Childhood Network meetings, and the Pregnancy Support and Home Visiting Advisory Board.

Initial Client Intake and Assessment will occur at the service location or the clients' home. A community location will meet with clients in community locations when confidentiality can be maintained. LFCS has a detailed client eligibility determination process, including multiple forms of documentation verification. If the client meets all eligibility requirements, she is either immediately assigned a case manager or put on the wait list for until a case manager is available.

The case management process takes place over a series of meetings with the client that typically occur in the client's home or the professional office. Case managers work with pregnant women after normal business hours or on the week-ends as the need arises. Clients are given the cell phone number of the case manager to be reached in case of an emergency. The subcontractor has an on-call cell phone where an agency representative can assist the client, as well as another on-call phone number for LFCS. LFCS also utilizes a 24 hours a day, 7 days a week exchange service as a back-up.

LFCS provides a comprehensive list of training, as well as an attachment outlining the training, and identifies the curriculum.

LFCS provides a general description of the services specified in section 2.3.2 of the RFP and included a listing of the referral network providers for each service. Cultural competency is addressed through regular training on the importance of cultural diversity and by providing referrals to meet the cultural needs of the clients they serve.

LFCS proposes to provide emergency assistance in the form of diapers, formula, rent payments, utility payments, and transportation assistance, so parents may continue residing in their own home or the home of relatives. A client-centric service model is used to provide a continuum of care for clients based on what their needs are and the client's level of involvement in the program. To provide assistance to families, social workers utilize tools and trainings around budgeting, encouraging and supporting the clients efforts to obtain employment, or further the parents' education to help families, and utilizing community resources such as food pantries. If clients are still interested in receiving support after the child's first birthday, clients are able to transfer to the Nurturing Parenting program, a program designed to build protective factors and provide education on a number of topics.

To help end the dependence of needy parents on government benefits, LFCS helps the client identify the type of employment desired and any supportive services available to obtain employment. LFCS provides transportation assistance and identifies child care options. During monthly meetings with the case manager, clients will also discuss any barriers that may arise to obtaining employment. The case manager will assist with resources and explore the options available to the client so they can focus on maintaining employment.

To reduce the incidence of future out-of-wedlock pregnancies, clients will be provided with information on the benefits of birth spacing and case managers follow up with clients regarding the recommendation of the clients' physicians regarding future pregnancies. Clients will be encouraged to pursue their goals of employment and education, which can also serve to reduce the incidence of these pregnancies through a focus on the future. While LFCS indicates preventing and reducing unplanned/out-of-wedlock pregnancies is a goal of the program, LFCS does not set specific annual numerical goals for preventing and reducing the incidence of these pregnancies.

If the client and father are no longer in a relationship, co-parenting will be discussed during monthly visits. If the client and father of the baby are in a relationship, the case manager will focus on engaging the father in services and talking with the couple about how to communicate and handle the stress of being a parent.

LFCS provided an organization chart showing the staffing and lines of authority for personnel.



LFCS identifies three (3) credentialed case managers for the region.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through LFCS' personnel.

LFCS proposes to serve 105 non-residential clients and one (1) residential client.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services will be performed by Missouri residents and offices are located within Missouri. The majority of products used to deliver services will be purchased in Missouri. Local and state taxes are paid.

**Faith Maternity  
(40 Points)**

Faith Maternity's service location, as well as the satellite location, is located in Fulton. Faith Maternity will provide service to clients in Callaway and four (4) additional counties. Faith Maternity accepts clients from across the state of Missouri and indicates most of the clients are within an hour of the location.

The demographic profile of the at-risk population to be served for the residential services is pregnant women, aged 18 years and older, who are living at or below 185% of federal poverty levels. Outreach strategies include: cooperating with local organizations such as adoption agencies and government social service agencies and placing advertisements in high-traffic public areas such as doctors' offices and local health departments. About 50% of the women served will be from a minority group (African American or Hispanic). The non-residential program serves expectant mothers of all ages and co-parenting couples (both married and unmarried). The ethnic diversity of clients matches that of other residents in the geographic region.

Services are marketed by the following: detailed pamphlets and flyers are made available at churches, doctors' offices, related government agencies, and other locations where individuals facing unplanned or crisis pregnancies are likely to visit; tear off flyers are hung in private public locations; and a website.

Since most clients contact Faith Maternity by phone, the eligibility form is completed over the phone. A case manager contacts the client to complete eligibility determination. The program director completes an interview, usually within one (1) or two (2) days. If the client meets eligibility requirements, she will meet with a credentialed case manager to have an Individual Risk and Needs Assessment completed as a final assessment, and is then accepted into the program.

The majority of case management services are handled by the program director between the hours of 9:00 a.m. - 5:00 p.m., Monday through Friday. Residential clients meet with a credentialed case manager for one (1) hour, once or twice a week, for any prenatal/parenting educational needs, and at least one hour a month for creating and reviewing goal sheets and receiving assistance with other, non-educational needs. The non-residential clients are required to meet at least twice a month. A 24-hour number is available for emergencies. Along with the program director, there is a credentialed case manager available to assist with overflow and after-hours needs.

Faith Maternity provides a list of the prenatal and parenting education courses, along with a brief description of the training. The curriculum is identified. The curriculum for the drug and alcohol component and one of the curriculums for the parenting component are from the mid-1990s.

Faith Maternity provided detailed descriptions of the services specified in section 2.3.2 of the RFP. For prenatal care, clients without insurance are immediately assisted with Medicaid or insurance with Faith Maternity. While the client waits for coverage, Faith Maternity will cover costs of immediately needed medications. For mental health services, Faith Maternity has negotiated a flat rate price per session with a local agency. Clients with a history of drug/alcohol abuse are provided a list of local AA/NA meetings and are provided with transportation to meetings. Clients who require childcare are connected with the Headstart Program. Cultural diversity is addressed for some of the services.

Faith Maternity provides assistance to needy families so that children may be cared for in their own homes or in the homes of relatives. The residential facility has a room specifically set up for expectant mothers with older children. A mother who has lost custody of her child(ren) is able to work towards re-unification through parenting classes that focus on the development stages and needs of her older children. Women in the residential program are also able to have visits in the facility. Fathers who have a desire to be involved are encouraged to participate.

To end the dependence on government benefits, Faith Maternity promotes job preparation, work, and marriage in the following ways: Clients are given assistance creating resumes, assistance locating job openings, and transportation to pick up applications and to interviews. Clients who have not completed a GED are enrolled in a program. Faith Maternity strives to teach all residents a strong work ethic. Some of the chores also help teach life skills that can be translated into usable skills in the work force. Transportation to jobs within a 10 mile radius of the facility is provided. Paternal involvement is strongly encouraged in all prenatal/parenting classes and doctor's visits. Fathers who participate in the program along with the mother are able to earn "baby bucks" to purchase supplies for the baby from Faith Maternity's store of donated supplies.

To reduce the incidence of future out-of-wedlock pregnancies, Faith Maternity's programs are abstinence-based, and utilize a sexual integrity curriculum. Faith Maternity has a goal that 80% of its clients complete the sexual integrity program to promote abstinence and reduce out of wed-lock pregnancies. Also, Faith Maternity has a goal to reduce repeat pregnancy by 15% for 2016-2018.

Faith Maternity promotes paternal involvement in all prenatal/parenting classes and prenatal/infant related appointments for healthy (non-abusive) relationships. One program curriculum focuses on establishing and promoting a stable, marriage relationship for raising a child. Another program curriculum focuses on learning to put differences aside and co-parent when marriage or a long-term relationship is not an option or desired by the parents.

Faith Maternity provides an organization chart showing the staffing and lines of authority for personnel.

Faith Maternity identifies three (3) credentialed case managers for the region.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through Faith Maternity's personnel.

Faith Maternity proposes to serve 120 non-residential clients and 17 residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP lacks detail, such as what occurs if the client chooses not to pursue their education.

All services will be provided by Missouri residents. Most physical resources and materials are donated, but Faith Maternity attempts to purchase needed goods from within the state.

### SUMMARY

LFCS and Faith Maternity each have two (2) service locations in the region. In comparison, AFLMO only has one (1) service location.

AFLMO has the best credentialed case manager to client ratio, 1:10, which may allow for better individualized support to the clients served. At a ratio of one (1) credential case manager to 35 clients, LFCS' ratio is more than triple that of AFLMO. Faith Maternity has the weakest credential case manager to client ratio of 1:45.7.

In comparison to AFLMO and LFCS who indicate no age limitation for women to be served and plan to serve all women of child-bearing age, Faith Maternity has a narrower age range of 18 and up. The narrow range may leave potential clients outside the range without service.

AFLMO has the best cultural diversity plan which includes materials written in Spanish and the provision of interpreters. All other vendors presented a general cultural diversity plan.

All vendors' hours of availability are similar.

All vendors are Missouri-based companies, which demonstrates an economic impact to Missouri.

**Therefore, AFLMO is assigned 50 points, LFCS is assigned 46 points, and Faith Maternity is assigned 40 points.**

RFPS30034901700042

Alternatives to Abortion Program Services

Evaluation Of Cost

Geographic Region 4

\*Evaluation of cost in accordance with paragraph 3.4.1 of the RFP

Vendor	Non-Residential Services Price Per Client	Non-Residential Services Cost Points (55 maximum)	Residential Care Services	Residential Care Services Cost Points (25 maximum)	Total Cost Points (rounded)
Alliance for Life - Missouri Inc.	\$ 83.33	55.0	\$ 1,825.00	0.7	56
Faith Maternity Care	\$ 317.00	14.5	\$ 2,990.00	0.4	15
Lutheran Family and Children's Services of Missouri	\$ 282.82	16.2	\$ 50.00	25.0	41

# REGION 5

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042**

**REGION 5**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel	Method of Performance	Cost	MBE/WBE Participation	Organization for the Blind/Sheltered Workshop Preference	MO Service- Disabled Veteran Business Preference	Total Points
	(Maximum 60 Points)	(Maximum 50 Points)	(Maximum 80 Points)	(Maximum 10 Points)	(10 Points)	(3 Points)	(Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	50	80	0	0	0	190
2 Laclede County Pregnancy Support Center	58	45	23	0	0	0	126
3							
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042  
REGION 5**

Julie Kleffner, Buyer

Due to scanning and e-mailing the Evaluation Report form among the evaluators, the signature of the first evaluator on the form, Emily Kraft, was not legible; see attached copy for Emily Kraft's signature.

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	(Assigned by Division of Purchasing)			Total Points
				MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	
1 Alliance for Life - Missouri, Inc.	60	50					(Maximum 213 Points)
2 Laclede County Pregnancy Support Center	58	45					
3							
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Evaluator's Signature <u>Shirley Winters</u> Evaluator's Signature	Evaluator's Printed Name <u>Shirley Winters</u> Evaluator's Printed Name	Title <u>Proj. Mgr. Spec.</u> Title	Agency <u>Social Services</u> Agency	Date <u>12-19-16</u> Date
Evaluator's Signature <u>Michelle Kelley</u> Evaluator's Signature	Evaluator's Printed Name <u>Michelle Kelley</u> Evaluator's Printed Name	Title <u>Fiscal Admin Manager</u> Title	Agency <u>Social Services</u> Agency	Date <u>12/19/16</u> Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042  
REGION 5**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service- Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	50					
2 Laclede County Pregnancy Support Center	58	45					
3							
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature: Emily Kraft      Evaluator's Printed Name: Emily Kraft      Title: Project Analyst, Spec II, Office of Administration      Date: 12/10/11  
 Evaluator's Signature: \_\_\_\_\_      Evaluator's Printed Name: \_\_\_\_\_      Title: \_\_\_\_\_      Date: \_\_\_\_\_  
 Evaluator's Signature: \_\_\_\_\_      Evaluator's Printed Name: \_\_\_\_\_      Title: \_\_\_\_\_      Date: \_\_\_\_\_



# **Subjective Evaluation**

## **Alternatives to Abortion Program Services**

**Office of Administration, Commissioner's Office**

**Request for Proposal RFPS30034901700042**

**REGION 5**

The attached narrative represents the evaluation committee's assessment of the responsive proposals submitted in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

Responsive proposals were received from:

1. Alliance for Life – Missouri, Inc. (Greenwood, MO)
2. Laclede County Pregnancy Support Center (Lebanon, MO)

The evaluation committee was tasked with subjectively evaluating the proposals according to the established evaluation criteria of the RFP, which included the Vendor's Experience and Reliability and Expertise of Personnel (60 points) and Method of Performance (50 points).

The following narrative and subjective evaluation points assigned by the evaluation committee are based on the information presented in the vendors' proposals and subsequent Best and Final Offer (BAFO) responses. The subjective points assigned to each vendor were scored pursuant to the established evaluation criteria. The written narrative highlights the considerations which influenced the evaluators' opinions. While all areas of the RFP were considered during the evaluation, and each proposal was reviewed and discussed, if a particular factor was not specifically addressed in the narrative, the evaluation committee did not find distinction among the vendors regarding such factor and found such factor to be acceptable by all vendors.

Although the evaluation committee recognizes the "best" vendor may have weaknesses identified in the narrative, the vendor that was determined to be the "best" for the category being reviewed was awarded the maximum number of points available for that category.

### **Experience and Reliability and Expertise of Personnel (Maximum 60 Points)**

The following relevant factors were considered in the assessment of each vendor's experience and reliability, and the assessment of each vendor's expertise of personnel, including those of any subcontractor participants:

- *Company history and nature of the vendor's business;*
- Current contracts for similar services. The evaluation committee reviewed the re-pregnancy rate for fiscal year 2014 through fiscal year 2016. The rate was based on (1) the summary report from the state agency database identifying the number of unduplicated clients served and (2) the repeat pregnancy report lists women who were indicated by the provider as discharged from the program prior to the child's first birthday so the client can re-enroll for another pregnancy;
- Contracts gained/lost in the past two (2) years;
- Vendor is a *non-for-profit* entity that promotes one (1) or more of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996;
- Structure of the organization;
- Pursuant to section 188.325 RSMo, additional consideration will be given if the vendor is an organization "*exempt from income taxation pursuant to the United States Internal Revenue Code*". All vendors were determined to be exempt and, therefore, all vendors were determined to be equal in this area;
- Expertise of the contract representative and credentialed case managers; and
- Legal proceedings within the last three (3) years.

**Alliance for Life – Missouri, Inc.**  
**(60 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) was organized to help establish collaboration among ministries. AFLMO was officially organized as a 501(c)3 in March of 2001 and has been operating in that capacity for over 15 years. AFLMO is a network of pregnancy resource centers, maternity homes, and adoption agencies across Missouri.

AFLMO contracts with the following partner agencies to provide Alternatives to Abortion Program services:

- Free Women's Center was incorporated in 2010 and began providing service in 2011. Free Women's Center is a pregnancy resource center.
- Lifeline Pregnancy Care Center was incorporated in 2014 and opened for business in 2007. Lifeline is a pregnancy resource center.
- Riverways began providing services in 2002. Riverways is a pregnancy resource center.

AFLMO has a long history of providing Alternatives to Abortion Program services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions is 5.3%. No contracts have been gained or lost in the past two (2) years.

- Free Women's Center currently provides Alternatives to Abortion Program services as a subcontractor to AFLMO. No contracts have been gained or lost.
- Lifeline currently provides Alternatives to Abortion Program services as a subcontractor to AFLMO. No contracts have been gained or lost.
- Riverways currently provides Alternatives to Abortion Program Services as a subcontractor for AFLMO. No contracts have been gained or lost in the past two (2) years.

AFLMO is a non-for-profit entity.

AFLMO promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996 by describing the experience of its subcontractors.

- Free Women's Center promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Free Women's Center provided a detailed explanation of the specific experience as it relates to the purpose.
- Lifeline Pregnancy Care Center promotes one (1) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Lifeline Pregnancy Care Center provided a detailed explanation of the specific experience as it relates to the purpose.
- Riverways promotes two (2) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Although Riverways described experience as it relates to the purpose, the description lacked specific detail.

The structure of the organization for AFLMO, and its subcontractors, is described in adequate detail and appears appropriate.

AFLMO agrees to provide personnel with appropriate qualifications as outlined in the RFP.

AFLMO indicated no legal proceedings exist.

- Free Women's Center indicated no legal proceedings exist.
- Lifeline Pregnancy Care Center indicated no legal proceedings exist.
- Riverways indicated no legal proceedings exist.

**Laclede County Pregnancy Support Center  
(58 Points)**

The Laclede County Pregnancy Support Center (LCPSC) was founded in 1991 for the purpose of helping women who are facing an unplanned pregnancy and assisting them to find viable alternatives to abortion.

LCPSC has a long history of providing Alternatives to Abortion Program services in multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate is 5.7%. No other contracts have been gained or lost.

LCPSC promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. LCPSC provided a complete, concise explanation of the specific experience as it relates to the purpose.

The structure of the organization is described in adequate detail.

LCPSC agrees to provide personnel with appropriate qualifications as outlined in the RFP.

LCPSC indicated no legal proceedings exist.

**SUMMARY**

Both vendors and their subcontractors have been in operation an average of more than ten (10) years providing relative services.

All vendors are non-for-profit entities. LCPSC promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. AFLMO promotes the four (4) purposes, but two (2) of the three (3) subcontractors only promote one (1) or two (2) of the purposes.

AFLMO has the lowest re-pregnancy rate at 5.3% followed closely by LCPSC at 5.7%.

Although two (2) of AFLMO's subcontractors promoted less than four (4) of the purposes established by Congress, AFLMO's re-pregnancy ratio was better than LCPSC's rate. Therefore, AFLMO is assigned 60 points and LCPSC is assigned 58 points.

### **Method of Performance (Maximum 50 Points)**

The following relevant factors were considered in the assessment of each vendor's method of performance, including those of any subcontractor participants:

- Service location, geographic proximity of the services being proposed to the majority of the clients to be served, and how women initially access services and locate the service location;
- Demographic profile of the at-risk population and outreach strategies, including strategies for addressing the cultural diversity of targeted clients;
- Site where the Initial Client Intake Assessment will be conducted and how client eligibility will be determined;
- Case management process and the hours of service, including emergency coverage outside of business hours and weekends;
- List and description of prenatal and parenting education courses including the source of the course material taught in each class;
- Description of the services identified in section 2.3.2 of the RFP; the service delivery system, including any referral network and referral plan, and the cultural competency of providers;
- Description of how the services will provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives;
- Description of how the proposed program will help to end the dependence of needy parents on government benefits by promoting job preparation, work, and marriage;
- Description of how the proposed program will reduce the incidence of future out-of-wedlock pregnancies and the identification of annual numerical goals for preventing and reducing the incidence of these pregnancies;
- Description of how the proposed program will encourage the formation and maintenance of two-parent families;
- Organization chart;
- Management control, and supervision to ensure satisfactory contract performance;
- Number of non-residential clients and residential clients served;
- Implementation/Readiness Plan;
- Client Scenario; and
- Missouri Economic Impact.

**Alliance for Life – Missouri, Inc.  
(50 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) proposes to provide service in multiple regions across Missouri through subcontractors. AFLMO projects to add another two (2) to five (5) subcontractors over the next 3 years to serve more clients across Missouri, especially in areas that are underserved. However, AFLMO did not identify what regions the additional subcontractors would be located.

Service locations are in Cuba, Waynesville, and Salem. The majority of clients served come from within the counties where the subcontractors are located: Crawford, Dent, and Pulaski.

The at-risk population to be served is “women of child-bearing age, of all races, at or below the 185% poverty level, at-risk for abortion and father of the baby if present”. Outreach strategies include: websites, billboards, Facebook ads, word of mouth, and local print media, along with Alternatives to Abortion marketing. Subcontractors address cultural diversity by providing materials written in Spanish, maintaining contact information for individuals who may serve as interpreters for the clients, and enlisting help from a large network of social service agencies and organizations to address individual needs and situations as they arise.

The Initial Client Intake Assessment will be conducted at the subcontractor location. To determine eligibility for the program, each client will make an appointment with the nearest subcontractor for a verification of pregnancy. The subcontractor will conduct the Initial Client Intake Assessment in a private mentoring room with a mentor. If the client demonstrates the need and eligibility for the program, the client will be scheduled to meet with a credentialed case manager.

The client is scheduled at a minimum of one case management visit every thirty (30) calendar days. Updates are completed to ensure the client objectives and services continue to address the needs of the client. Case management will be available at the subcontractor office(s) during normal work hours and through a hotline that is available 24 hours a day to connect at-risk clients with a provider in their area.

AFLMO indicates a variety of training materials will be used in conducting individual and group class training sessions, with attention to the mandatory topics of the contract. The material sources include full prenatal and parenting modules, such as Earn While You Learn, as well as booklets, handouts, and brochures from the state agency. Although AFLMO did not provide a description of the training, AFLMO provided a comprehensive list of educational materials.

AFLMO provides a generic description of the services specified in section 2.3.2 of the RFP. Each subcontractor provides direct services and/or makes referrals for those services AFLMO does not provide. By using pregnancy centers, maternity homes, and adoption agencies for the service delivery, AFLMO indicated it will be meeting the cultural competency of the clients. The agencies serve any client regardless of age, gender, race, religious backgrounds, language barriers, etc. Many agencies have materials in Spanish as well as English and have identified interpreters should they be needed for non-English speaking clients.

Families will be provided referrals or assistance with rent, utilities, supplies, clothing, and food, to make it possible for children to be cared for in their homes or the homes of relatives. A care plan will be developed to identify needs and set goals toward remaining in their home.

AFLMO’s program will help to end the dependence of needy parents on government benefits through on-going case management, assistance pursuing job training and placement services, referrals for employment assistance, and education on the value of marriage. Men’s mentoring and education programs are offered to encourage employment and support of the family.

Clients receive education on sexual risk avoidance, STI/STD risks, healthy relationship boundaries, and the value of marriage and two-parent families. STI/STD testing is provided in some subcontractor locations which gives the opportunity to educate both male and females of the risk of disease as well as the risk of pregnancy. AFLMO has a goal to see the number of teen (age 15 – 19) births make a steady decline of three (3) to five (5) percent. AFLMO indicated increasing the number of students educated through the healthy relationship programs will serve to impact the number of reduced pregnancies.

Healthy relationship education, that builds on the value of marriage and two-parent families, will be provided. Some of the subcontractors have or are developing men's mentoring programs to encourage the fathers to take responsibility and provide the support needed for the mother of his child and the child. AFLMO is proposing to provide services in several regions of the state, but AFLMO did not identify the region(s).

AFLMO provides an organizational chart showing the staffing and lines of authority for personnel.

AFLMO identifies four (4) credentialed case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory contract performance through AFLMO's personnel. Monthly reviews are conducted by the program manager to ensure compliance by all subcontractors. On-site visits and reviews are conducted at least twice during the four-year cycle of the contract to ensure all documentation, files, and personnel are in compliance with the contract.

AFLMO proposes to serve 133 non-residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP to be provided appears appropriate.

Services are provided in Missouri offices. AFLMO and its subcontractors pay Missouri employment taxes on their employees. AFLMO and its subcontractors employ more than 100 people throughout Missouri, provide social and pregnancy related medical services in rural communities, owns or leases more than 50 properties in Missouri. AFLMO described the cost avoidance to Missouri through the provision of services.

#### **Laclede County Pregnancy Support Center (45 Points)**

The Laclede County Pregnancy Support Center's (LCPSC) service location is in Lebanon. LCPSC serves clients from the surrounding five (5) counties, and that are less than a 40-mile proximity of LCPSC.

Though a wide range of clients is served (ages 12-65), the average client is Caucasian, between the ages of 16-22, not college-educated, and at or below the federal poverty level. Statistics from the 2014 Missouri Kids County are provided. Outreach strategies include a website and advertising through bench ads, billboards, door hangers, and local outreach events. LCPSC strives to have a culturally diverse staff. A Spanish speaking translator is available and literature is available for Spanish speaking clients.

The Initial Client Intake Assessment will be conducted at the service location; however, upon a client's request for a more convenient location, arrangements will be made for the client's convenience or confidentiality. Eligibility is based upon the requirements of the RFP.

A client will be assigned a case manager. There will be at least one (1) face-to-face meeting each month in either the LCPSC facility, the client's home, or another agreed upon location. Case managers are available on an

emergency basis and may need to visit clients under special circumstances such as in the hospital or jail. Every client is provided the cell phone number of a case manager who can be contacted 24 hours a day and seven (7) days a week in the event of an emergency. Case management is available Monday and Thursday from 8:30 a.m. to 6:00 p.m.; Tuesday and Wednesday, 8:30 a.m. - 5:00 p.m.; and Friday, 8:45 a.m. - 1:00 p.m.

LCPSC provided a list of the prenatal and parenting education courses, along with a brief description of the training for some of the courses. The curriculum was identified.

LCPSC provided a general description of some of the services specified in section 2.3.2 of the RFP. LCPSC has a working relationship with the safe house in Lebanon and would use them as a resource for women needing safe housing. Case managers may provide transportation and accompany clients to the courthouse to assist the client in completing and filing paperwork for an order of protection as needed.

To provide assistance to families so that children may be cared for in their own homes or in the homes of relatives, LCPSC assures the client has basic needs met by referring to other entities or providing the service directly. Parenting classes are taught. LCPSC insures that rent, utilities, care payments, and other necessary things are kept current.

LCPSC will help to end the dependence on government benefits by setting long-term goals and short-term goals with each client, encouraging clients to obtain a high school diploma or GED if the client does not have one, and providing referrals to job-related programs.

To reduce future out-of-wedlock pregnancies, LCPSC encourages clients to make good choices and educates the client in the areas of abstinence, marriage, and birth spacing and planning. LCPSC indicated it does not have numerical goals since alternatives to abortion program services are not LCPSC's primary service or function.

To encourage the formation and maintenance of two-parent families, LCPSC has literature available to illustrate the importance of a father and mother in the child's life, assists with developing a parenting plan whether the mother and father are together or separate, and makes referrals for family counseling and premarital counseling.

LCPSC provided an organization chart showing the staffing and lines of authority for personnel.

LCPSC identifies one (1) credentialed case manager.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through LCPSC's personnel.

LCPSC proposes to serve 25 non-residential clients and three (3) residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate. LCPSC provided a 12-month price analysis.

LCPSC pays employment taxes on its employees. Services will be performed by Missouri residents and all offices are located within Missouri. LCPSC recognized the cost avoidance to Missouri through the provision of services.

### SUMMARY

With three (3) service locations, AFLMO has triple the number of locations in comparison to LCPSC.



Although the credentialed case manager to staff ratios are similar, LCPSC has the better ratio of 1: 28 compared to AFLMO with a ratio of 1:33.3.

Both vendors indicate no age limitation for women to be served and plan to serve all women of child-bearing age.

Both vendors have a good plan to address cultural diversity which includes materials in Spanish and providing interpreters.

In comparison to AFLMO's hours of availability, LCPSC's is somewhat weaker by not being available after 1:00 p.m. on Fridays.

All vendors are Missouri-based companies, which demonstrates an economic impact to Missouri.

**Therefore, AFLMO is assigned 50 points and LCPSC is assigned 45 points.**

RFPS30034901700042

Alternatives to Abortion Program Services

Evaluation Of Cost

Geographic Region 5

\*Evaluation of cost in accordance with paragraph 3.4.1 of the RFP

Vendor	Non-Residential Services Price Per Client	Non-Residential Services Cost Points (55 maximum)	Residential Care Services	Residential Care Services Cost Points (25 maximum)	Total Cost Points (rounded)
Alliance for Life - Missouri Inc.	\$ 83.33	55.0	\$ 1,825.00	25.0	80
Laclede County Pregnancy Support Center	\$ 540.00	8.5	\$ 3,100.00	14.7	23

# REGION 6

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042**

**REGION 6**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel	Method of Performance	Cost	MBE/WBE Participation	Organization for the Blind/Sheltered Workshop Preference	MO Service- Disabled Veteran Business Preference	Total Points
	(Maximum 60 Points)	(Maximum 50 Points)	(Maximum 80 Points)	(Maximum 10 Points)	(10 Points)	(3 Points)	(Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	48	80	0	0	0	188
2 The Haven of Grace	54	33	23	0	0	0	110
3 Lutheran Family and Children's Services of Missouri	54	47	42	0	0	0	143
4 Nurses for Newborns	54	50	26	0	0	0	130
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

Due to scanning and e-mailing the Evaluation Report form among the evaluators, the signature of the first evaluator on the form, Emily Kraft, was not legible; see attached copy for Emily Kraft's signature.

12-11-11

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042  
REGION 6**

Julie Kleffner, Buyer

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBEWBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
Life for Life - Missouri, Inc.	60	48					
Grace Haven of Grace	54	33					
Shelteran Family and Children's Services of Missouri	54	47					
Services for Newborns	54	50					
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
<i>Emily Kraft</i>	Emily Kraft	Buyer	Social Services	12-11-11
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
<i>Michelle Kelley</i>	Michelle Kelley	Fiscal Admin Manager	Social Services	12/19/11
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042**

**REGION 6**

**Julie Klaffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	48					
2 The Haven of Grace	54	33					
3 Lutheran Family and Children's Services of Missouri	54	47					
4 Nurses for Newborns	54	50					
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

*Emily Kraft*      *Julie Klaffner*      *Nguyet Anh Thi Tran*      *Office of Administration*      *12/14/10*

\_\_\_\_\_  
Evaluator's Signature      Evaluator's Printed Name      Title      Agency      Date

\_\_\_\_\_  
Evaluator's Signature      Evaluator's Printed Name      Title      Agency      Date

\_\_\_\_\_  
Evaluator's Signature      Evaluator's Printed Name      Title      Agency      Date

# **Subjective Evaluation**

## **Alternatives to Abortion Program Services**

**Office of Administration, Commissioner's Office**  
**Request for Proposal RFPS30034901700042**  
**REGION 6**

The attached narrative represents the evaluation committee's assessment of the responsive proposals submitted in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

Responsive proposals were received from:

1. Alliance for Life – Missouri, Inc. (Greenwood, MO)
2. The Haven of Grace (St. Louis, MO)
3. Lutheran Family and Children's Services of Missouri (St. Louis, MO)
4. Nurses for Newborns (St. Louis, MO)

The evaluation committee was tasked with subjectively evaluating the proposals according to the established evaluation criteria of the RFP, which included the Vendor's Experience and Reliability and Expertise of Personnel (60 points) and Method of Performance (50 points).

The following narrative and subjective evaluation points assigned by the evaluation committee are based on the information presented in the vendors' proposals and subsequent Best and Final Offer (BAFO) responses. The subjective points assigned to each vendor were scored pursuant to the established evaluation criteria. The written narrative highlights the considerations which influenced the evaluators' opinions. While all areas of the RFP were considered during the evaluation, and each proposal was reviewed and discussed, if a particular factor was not specifically addressed in the narrative, the evaluation committee did not find distinction among the vendors regarding such factor and found such factor to be acceptable by all vendors.

Although the evaluation committee recognizes the "best" vendor may have weaknesses identified in the narrative, the vendor that was determined to be the "best" for the category being reviewed was awarded the maximum number of points available for that category.

### **Experience and Reliability and Expertise of Personnel (Maximum 60 Points)**

The following relevant factors were considered in the assessment of each vendor's experience and reliability, and the assessment of each vendor's expertise of personnel, including those of any subcontractor participants:

- Company history and nature of the vendor's business;
- Current contracts for similar services. The evaluation committee reviewed the re-pregnancy rate for fiscal year 2014 through fiscal year 2016. The rate was based on (1) the summary report from the state agency database identifying the number of unduplicated clients served and (2) the repeat pregnancy report lists women who were indicated by the provider as discharged from the program prior to the child's first birthday so they can re-enroll for another pregnancy;
- Contracts gained/lost in the past two (2) years;
- Vendor is a non-for-profit entity that promotes one (1) or more of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996;
- Structure of the organization;
- Pursuant to section 188.325 RSMo, additional consideration will be given if the vendor is an organization "*exempt from income taxation pursuant to the United States Internal Revenue Code*". All vendors were determined to be exempt and, therefore, all vendors were determined to be equal in this area;
- Expertise of the contract representative and credentialed case managers; and
- Legal proceedings within the last three (3) years.



**Alliance for Life – Missouri, Inc.**  
**(60 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) was organized to help establish collaboration among ministries. AFLMO was officially organized as a 501(c)3 in March of 2001 and has been operating in that capacity for over 15 years. AFLMO is a network of pregnancy resource centers, maternity homes, and adoption agencies across Missouri.

AFLMO contracts with the following partner agencies to provide Alternatives to Abortion Program services:

- Bethany Christian Services (Bethany) began providing services in 1994 in Michigan and expanded to Missouri in 1978. Bethany is a social-service based agency.
- Metro Pregnancy Resource Services (Metro) was founded in 1978. Metro is a social-service based agency.
- Our Lady's Inn was incorporated in 1981 with the first residential shelter opening in 1982. Our Lady's Inn is a maternity home.
- Queen of Peace Center has been a federation agency of Catholic Charities since 1985. Queen of Peace Center is a behavioral healthcare provider for women with addiction.
- Thrive was founded in 1993. Thrive is a pregnancy resource center.

AFLMO has a long history of providing Alternatives to Abortion Program services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions is 5.3%. No contracts have been gained or lost in the past two (2) years.

- Bethany currently provides Alternatives to Abortion Program Services as a subcontractor for AFLMO. No contracts have been gained or lost in the past two (2) years.
- Metro Pregnancy Resource Services currently provides various services through various programs for community care, growth, education, health, and revitalization for AFLMO. No contracts have been gained or lost in the past two (2) years.
- Our Lady's Inn currently provides Alternatives to Abortion Program Services as a subcontractor for AFLMO. Our Lady's Inn contracts with the Children's Resource Board of St. Charles County and the St. Louis County Children's Service Fund to provide housing and case management to the children in their shelter from those counties. Also, Our Lady's Inn has received Emergency Solutions Grant ESG, Child/Adult Food Care Programs, Housing Resources Commission, Children's Trust Fund, and Affordable Housing Trust Fund grants from the City of St. Louis and/or St. Louis County and the Community Assistance Board of St. Charles County. No contracts have been lost in the past two (2) years.
- Queen of Peace Center currently provides Alternatives to Abortion Program Services as a subcontractor for AFLMO. Queen of Peace Center is certified through the Women and Children's Comprehensive Substance Abuse Treatment and Rehabilitation (CSTAR) Program with the Department of Mental Health. No contracts have been gained in the past two (2) years. Queen of Peace lost the Administration for Children and Families; the funding cycle was three (3) years in length with no opportunity for renewal.
- Thrive currently provides Alternatives to Abortion Program Services as a subcontractor for AFLMO. No contracts have been gained or lost in the past two (2) years.

AFLMO is a non-for-profit entity.

AFLMO promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996 by describing the experience of its subcontractors.

- Bethany promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Bethany provided a detailed explanation of the specific experience as it relates to the purpose.
- Metro Pregnancy Resource Services promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Although Pregnancy Resource Services described experience as it relates to the purpose, the description lacked specific detail.
- Our Lady's Inn promotes one (1) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Our Lady's Inn provided a detailed explanation of the specific experience as it relates to the purpose.
- Queen of Peace Center promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Queen of Peace Center provided a detailed explanation of the specific experience as it relates to the purpose.
- ThriVe promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Although ThriVe described experience as it relates to the purpose, the description lacked specific detail, and the description for two (2) of the purposes were identical.

The structure of the organization for AFLMO, and its subcontractors, is described in adequate detail and appears appropriate.

AFLMO agrees to provide personnel with appropriate qualifications as outlined in the RFP.

AFLMO indicated no legal proceedings exist.

- Bethany indicated no legal proceedings exist.
- Metro Pregnancy Resource Services indicated no legal proceedings exist.
- Our Lady's Inn indicated no legal proceedings exist.
- Queen of Peace Center indicated no legal proceedings exist.
- ThriVe indicated no legal proceedings exist.

#### **The Haven of Grace (54 Points)**

The Haven of Grace was established in 1988 to provide services to young, pregnant, and homeless women. In 1998, a Ten-Year Aftercare Program was established. In 2003, a new shelter for The Haven's families was built. In 2008, the Quadrangle Apartments were constructed to provide transitional housing units.

The Haven of Grace does not have a history of providing Alternatives to Abortion Program services. Because The Haven of Grace is not a current Alternatives to Abortion contractor, the state does not have any historical data on its re-pregnancy rate. Although The Haven of Grace provided information for current contracts for similar services, it appears to be a description of grant money received.

No contracts have been gained or lost in the past two (2) years.

The Haven of Grace is a non-for-profit entity.

The Haven of Grace promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. For three (3) of the

purposes, The Haven of Grace provided a detailed explanation of the specific experience as it relates to the purpose. An adequate explanation of the specific experience as it relates to the purpose was provided for the one (1) remaining purpose.

The structure of the organization is described in adequate detail and appears appropriate.

The Haven of Grace agrees to provide personnel with appropriate qualifications as outlined in the RFP.

The Haven of Grace indicated no legal proceedings exist.

**Lutheran Family and Children's Services of Missouri  
(54 Points)**

Lutheran Family and Children's Services (LFCS) of Missouri has taken the role as the lead agency on behalf of the Adoption and Foster Care Coalition of Missouri (AFCC), which is a current service provider of Alternatives to Abortion services through a contract with the Office of Administration. Services were provided, and will continue to be provided, through the Pregnancy Maintenance Network. The AFCC will be dissolving upon completion of the current Alternatives to Abortion contract. The services will be provided through the Pregnancy Network which is comprised of the following entities: LFCS, Good Shepherd Children and Family Services (Good Shepherd), and MBCH Children and Family Ministries (MBCH).

LFCS of Missouri began as an orphans' home in 1868, then transformed into an incorporated social service agency in the 1960's. LFCS has been in its current structure since 1964.

- Good Shepherd was formed in 2007. Good Shepherd provides a continuum of services for children and families.
- MBCH has been in operation since 1886. MBCH provides a range of services including a maternity home, family reunification, and adoption services.

LFCS is a non-for-profit entity.

LFCS has a history of providing Alternatives to Abortion program services to multiple regions as members of the Pregnancy Maintenance Network. Pregnancy rate information by region and subcontractor is unavailable; however, the overall re-pregnancy rate among all regions is 17.7%. Contracts gained over the past two (2) years include Nurturing Kids and Nurturing Teens, and Foster Care Adoption Resource services. No contracts have been lost over the past two (2) years.

- Good Shepherd currently provides Alternatives to Abortion Program Services as a member of the Pregnancy Maintenance Network. Contracts gained over the past two (2) years include Nurturing Kids and Nurturing Teens and as a subcontractor for Foster Care Adoption Resource services. No contracts have been lost over the past two (2) years.
- MBCH currently provides Alternatives to Abortion Program Services as a member of the Pregnancy Maintenance Network. Contracts gained over the past (2) years include Family Strengthening and Crisis Intervention. No contracts have been lost in the past two (2) years.

LFCS promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. LFCS provides some detail relative to the specific experience as it relates to the purpose. It is not clear whether the four purposes for LFCS is intended for all organizations under their umbrella, including Good Shepherd and MBCH in this region

The structure of the organization is described in adequate detail.

LFCS agrees to provide personnel with appropriate qualifications as outlined in the RFP.

LFCS does not identify any legal proceedings for itself, Good Shepherd, or MBCH.

**Nurses for Newborns  
(54 Points)**

Nurses for Newborns was founded in 1992 and provides home visitation services.

Nurses for Newborns has a history of providing Alternatives to Abortion Program services. The re-pregnancy rate is 17.7%. Other contracts include Stay at Home Parent Services and Nurse Visitation Services. Two new contracts for home visitation were gained in the past two years. No contracts have been lost in the past two (2) years.

Nurses for Newborns promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Nurses for Newborns provided an adequate explanation of the specific experience as it relates to the purpose.

The structure of the organization is described in adequate detail.

Nurses for Newborns agrees to provide personnel with appropriate qualifications as outlined in the RFP.

Nurses for Newborns was named in a lawsuit, along with eight (8) other defendants, for an allegation of “failure to hotline”. The matter was resolved through a settlement and the lawsuit was dismissed in January 2016 with no admission of liability by Nurses for Newborns and no judgment against Nurses for Newborns or any of its staff.

**SUMMARY**

All vendors and their subcontractors have been in operation an average of more than (10) years providing relative services.

All vendors are non-for-profit entities. LFCS, Nurses for Newborns, and the Haven of Grace, along with each of the vendors’ subcontractors, promote the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Except for one of AFLMO, subcontractors, AFLMO and four of its subcontractors promote the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996.

AFLMO, along with its subcontractors, has the lowest re-pregnancy rate at 5.3%. In comparison, LFCS along with its subcontractors and Nurses for Newborns have the higher re-pregnancy rate at 17.7% each. The re-pregnancy rate for The Haven of Grace does not exist.

Although one of AFLMO’s five subcontractors promotes only one of the purposes established by Congress, AFLMO and the other four subcontractors promote the four purposes established by Congress and AFLMO has the lowest re-pregnancy rate of the vendors; therefore, AFLMO is assigned 60 points. The remaining vendors, along with their subcontractors, each promote the four purposes established by Congress, but the vendors have either significantly higher re-pregnancy rates than AFLMO or do not have data available regarding the re-pregnancy rate; therefore, Haven of Grace, LFCS, and Nurses for Newborn are each assigned 54 points.

### **Method of Performance (Maximum 50 Points)**

The following relevant factors were considered in the assessment of each vendor's method of performance, including those of any subcontractor participants:

- Service location, geographic proximity of the services being proposed to the majority of the clients to be served, and how women initially access services and locate the service location;
- Demographic profile of the at-risk population and outreach strategies, including strategies for addressing the cultural diversity of targeted clients;
- Site where the Initial Client Intake Assessment will be conducted and how client eligibility will be determined;
- Case management process and the hours of service, including emergency coverage outside of business hours and weekends;
- List and description of prenatal and parenting education courses including the source of the course material taught in each class;
- Description of the services identified in section 2.3.2 of the RFP; the service delivery system, including any referral network and referral plan, and the cultural competency of providers;
- Description of how the services will provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives;
- Description of how the proposed program will help to end the dependence of needy parents on government benefits by promoting job preparation, work, and marriage;
- Description of how the proposed program will reduce the incidence of future out-of-wedlock pregnancies and the identification of annual numerical goals for preventing and reducing the incidence of these pregnancies;
- Description of how the proposal program will encourage the formation and maintenance of two-parent families;
- Organization chart;
- Management control, and supervision to ensure satisfactory contract performance;
- Number of non-residential clients and residential clients served;
- Implementation/Readiness Plan;
- Client Scenario; and
- Missouri Economic Impact.

**Nurses for Newborns  
(50 Points)**

Nurses for Newborns service location is St. Louis. Although an office is maintained in St. Louis County, the program is delivered directly in the client's home. Nurses for Newborns seeks to provide services for clients outside the region in Phelps and Dent Counties.

Nurses for Newborns provided demographic statistics of clients previously served and for which they plan to continue to serve. Nurses for Newborns serves teens through older clients. Outreach strategies include health fairs, attendance at community meetings, and participates in collaboration with area health facilities. To address the cultural needs, staff will be selected with cultural and linguistic competence to address the needs of diverse populations. Services are shared with specific communities (Bosnian, Hispanic, and Vietnamese) through individual outreach efforts and publications in the language of these communities.

Marketing of services includes internet, social media efforts, radio, television, and community outreach.

The Initial Client Intake Assessment will be conducted at the service location and verified in the client's home. Eligibility is determined at the first home visit; however, the eligibility process was not described.

The case management process is described in detail and identifies goals to help guide the activity of the prenatal care. The case management process is largely health-focused. The client is provided the nurse's cell phone number. Clients also have access to the afterhours help line.

Nurses for Newborns provides a general list of the prenatal and parenting training topics. A specific curriculum is not identified.

Nurses for Newborns provides a general description of most of the services specified in section 2.3.2 of the RFP. Educational materials and identification of a curriculum are not provided. Language needs will be addressed directly by bilingual nurses or interpreters and the use of mothers in the community.

To provide assistance to needy families so that children can be maintained in their own home, Nurses for Newborns provides material support, as needed, in the form of diapers, formula, baby clothes, toys, and other necessities. Nurses for Newborns maintains a list of 14,000 organizations with resource information.

To end the dependence of needy parents on government benefits, Nurses for Newborns will educate the clients on the benefits of education and employment. Nurses for Newborns provides job preparation programs to the client to increase opportunities for employment.

Nurses for Newborns provides information to clients on the importance of the mother's health between pregnancies, including the safest time to space pregnancies. Reproductive life plans, including birth control, are discussed with the client. Although Nurses for Newborns tracks the rate of repeat pregnancies, no specific goals are identified.

To encourage the formation and maintenance of two-parent families, Nurses for Newborns will provide service, and make referrals to other appropriate agencies.

Nurses for Newborns provides an organization chart showing the staffing and lines of authority for personnel.

Nurses for Newborns identifies twenty-six (26) credential case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through Nurses for Newborns personnel.

Nurses for Newborns proposes to serve 180 non-residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Nurses for Newborn's staff and offices are located within Missouri. Nurses for Newborns recognizes the cost avoidance to Missouri through the provision of services.

**Alliance for Life – Missouri, Inc.**  
**(48 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) proposes to provide service in multiple regions across Missouri through subcontractors. AFLMO projects to add another two (2) to five (5) subcontractors over the next three (3) years to serve more clients across Missouri, especially in areas that are underserved. However, AFLMO did not identify what regions the additional subcontractors would be located.

There are four (4) service locations in St. Louis. Satellite locations include Bridgeton, St. Charles, and St. Peters. The majority of clients served come from within the counties where the subcontractors are located: St. Charles and St. Louis.

The at-risk population to be served is “women of child-bearing age, of all races, at or below the 185% poverty level, at-risk for abortion and father of the baby if present”. The subcontractor, Our Lady's Inn, serves clients 18 years of age and older. Outreach strategies include: websites, billboards, Facebook ads, word of mouth, and local print media, along with Alternatives to Abortion marketing. Subcontractors address cultural diversity by providing materials written in Spanish, maintaining contact information for individuals who may serve as interpreters for the clients, and enlisting help from a large network of social service agencies and organizations to address individual needs and situations as they arise.

The Initial Client Intake Assessment will be conducted at the subcontractor location. To determine eligibility for the program, each client will make an appointment with the nearest subcontractor for a verification of pregnancy. The subcontractor will conduct the Initial Client Intake Assessment in a private mentoring room with a mentor. If the client demonstrates the need and eligibility for the program, the client will be scheduled to meet with the credentialed case manager.

The client is scheduled, at a minimum, for one case management visit every thirty (30) calendar days. Updates are completed to ensure the client objectives and services continue to address the needs of the client. Case management will be available at the subcontractor office(s) during normal work hours and through a hotline that is available 24 hours a day to connect at-risk clients with a provider in their area.

AFLMO indicates a variety of training materials will be used in conducting individual and group class training sessions, with attention to the mandatory topics of the contract. The material sources include full prenatal and parenting modules, such as Earn While You Learn, as well as booklets, handouts, and brochures from the state agency. Although AFLMO did not provide a description of the training, AFLMO provided a comprehensive list of educational materials.

AFLMO provides a generic description of the services specified in section 2.3.2 of the RFP. Each subcontractor provides direct services and/or makes referrals for those services AFLMO does not provide. By using pregnancy

centers, maternity homes, and adoption agencies for the service delivery, AFLMO indicated it will be meeting the cultural competency of the clients. The agencies serve any client regardless of age, gender, race, religious backgrounds, language barriers, etc. Many agencies have materials in Spanish as well as English and have identified interpreters should they be needed for non-English speaking clients.

Families will be provided referrals or assistance with rent, utilities, supplies, clothing, and food, to make it possible for children to be cared for in their homes or the homes of relatives. A care plan will be developed to identify needs and set goals toward remaining in their home.

AFLMO's program will help to end the dependence of needy parents on government benefits through on-going case management, assistance in pursuing job training and placement services, referrals for employment assistance, and education on the value of marriage. Men's mentoring and education programs are offered to encourage employment and support of the family.

Clients receive education on sexual risk avoidance, STI/STD risks, healthy relationship boundaries, and the value of marriage and two-parent families. STI/STD testing is provided in the subcontractor location which gives the opportunity to educate both male and females of the risk of disease as well as the risk of pregnancy. AFLMO has a goal to see the number of teen (age 15 – 19) births make a steady decline of three (3) to five (5) percent. AFLMO indicated increasing the number of students educated through the healthy relationship programs will serve to impact the number of reduced pregnancies.

Healthy relationship education, that builds on the value of marriage and two-parent families, will be provided. Some of the subcontractors have or are developing men's mentoring programs to encourage the fathers to take responsibility and provide the support needed for the mother of his child and the child. AFLMO is proposing to provide these services in several regions of the state, but did not identify the region(s).

AFLMO provides an organizational chart showing the staffing and lines of authority for personnel.

AFLMO identifies seven (7) credential case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory contract performance through AFLMO's personnel. Monthly reviews are conducted by the program manager to ensure compliance by all subcontractors. On-site visits and reviews are conducted at least twice during the four-year cycle of the contract to ensure all documentation, files, and personnel are in compliance with the contract.

AFLMO proposes to serve 110 non-residential clients and 43 residential care clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services are provided in Missouri offices. AFLMO and its subcontractors pay Missouri employment taxes on their employees. The AFLMO and its subcontractors employ more than 100 people throughout Missouri, provide social and pregnancy related medical services in rural communities, and owns or leases more than 50 properties in Missouri. AFLMO described the cost avoidance to Missouri through the provision of services.



**Lutheran Family and Children's Services of Missouri  
(47 Points)**

The service location is in St. Louis, with satellite locations in Union, St. Charles, and Hillsboro. Services are also offered out of provider offices located in the more rural counties of Franklin and Jefferson and in the suburban area of St. Charles County. Most clients reside in St. Louis. Clients will be provided assistance with transportation to the office or by meeting in the client's home, if needed.

LFCS provides demographic statistics of clients previously served and for which they plan to continue to serve. In regard to age, 25% of the women are 19 years of age or younger, 37% of the women are in their 20s, 34% of the women are in their 30s, and 4% are in their 40s. Outreach strategies include community outreach, distributing flyers at various social service agencies that serve diverse and underserved populations, website, and social media. Case managers mirror the client demographics in the community, which assists in meeting the needs of the cultural diversity of the targeted clients.

LFCS and each subcontracting agency markets Alternative to Abortion services as part of general operations across the geographic regions proposed. Primary marketing tools include brochures, flyers, and pull off tabs. Other strategies include website, twitter feeds, Facebook postings, radio, billboards, and resource fairs for professionals and community members. Program Managers and Case Managers are a part of ongoing collaborative efforts with other social service agencies. Collaborative efforts with other social services agencies include Maternal Child and Family Health Coalition, St. Charles Community Council, and Jefferson County Resource Network.

Initial Client Intake Assessment will occur at the service location, satellite location, or the clients' home. LFCS will meet with clients in community locations when confidentiality can be maintained. LFCS has a detailed client eligibility determination process, including multiple forms of documentation verification. If the client meets all eligibility requirements, she is either immediately assigned a case manager or put on the wait list until a case manager is available.

The case management process takes place over a series of meetings with the client that typically occur in the client's home or the professional office. Case manager's work with pregnant women after normal business hours or on the week-ends as the need arises. Clients are given the cell phone number of the case manager to be reached in case of an emergency. Each subcontractor has an on-call cell phone where an agency representative can assist the client. There are currently two (2) on-call phone numbers. LFCS also utilizes a 24 hours a day, 7 days a week exchange service as a back-up.

LFCS provides a comprehensive list of training, as well as an attachment outlining the training, and identifies the curriculum.

LFCS provides a general description of the services specified in section 2.3.2 of the RFP and included a listing of the referral network providers for each service. Cultural competency is addressed through regular training on the importance of cultural diversity and by providing referrals to meet the cultural needs of the clients they service.

LFCS proposes to provide emergency assistance in the form of diapers, formula, rent payments, utility payments, and transportation assistance, so parents may continue residing in their own home or the home of relatives. A client-centric service model is used to provide a continuum of care for clients based on what their needs are and the client's level of involvement in the program. To provide assistance to families, social workers utilize tools and trainings around budgeting, encouraging and supporting the client's efforts to obtain employment, or further the parents' education to help families, and utilizing community resources such as food pantries. If clients are

still interested in receiving support after the child's first birthday, clients are able to transfer to the Nurturing Parenting program, a program designed to build protective factors and provide education on a number of topics.

To help end the dependence of needy parents on government benefits, LFCS helps the client identify the type of employment desired and identify any supportive services available to obtain employment. LFCS provides transportation assistance and identifies child care options. During monthly meetings with the case manager, clients will also discuss any barriers that may arise to obtaining employment. The case manager will assist with resources and explore the options available to the client so they can focus on maintaining employment.

To reduce the incidence of future out-of-wedlock pregnancies, clients will be provided with information on the benefits of birth spacing and case managers follow up with clients regarding the recommendation of the clients' physicians regarding future pregnancies. Clients will be encouraged to pursue their goals of employment and education, which can also serve to reduce the incidence of these pregnancies through a focus on the future. While LFCS indicates preventing and reducing unplanned/out-of-wedlock pregnancies is a goal of the program, LFCS does not set specific annual numerical goals for preventing and reducing the incidence of these pregnancies.

If the client and father are no longer in a relationship, co-parenting will be discussed during monthly visits. If the client and father of the baby are in a relationship, the case manager will focus on engaging the father in services and talking with the couple about how to communicate and handle the stress of being a parent.

LFCS provided an organization chart showing the staffing and lines of authority for personnel.

LFCS identifies twelve (12) credential case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through LFCS' personnel.

LFCS proposes to serve 220 non-residential clients and eight (8) residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services will be performed by Missouri residents and offices are located within Missouri. The majority of products used to deliver services will be purchased in Missouri. Local and state taxes are paid.

#### **The Haven of Grace (33 Points)**

The Haven of Grace's service location is in St. Louis City. The Haven of Grace will provide service to clients in St. Louis City. The Haven of Grace indicates 80% of the clients reside in St. Louis City where services will be provided.

The at-risk population to be served is mothers ages 18-24, who are homeless or in imminent danger of being homeless. The mothers are at or below 185 percent of the federal poverty level based on their family income. Outreach strategies include: internet, presentations at social service organizations that serve women who may be eligible for the Alternatives to Abortion Program, and when appropriate, working with diverse providers to present diverse topics in order to accommodate the cultural diversity of clients. There are transitional apartments for clients who are transitioning out of residential care.

Marketing of the services is through referrals from other St. Louis Continuum of Care member agencies, word-of-mouth, printed materials which includes a newsletter, annual report, and direct mail pieces, and social media.

The Initial Client Intake Assessment will be conducted at The Haven of Grace residential campus. Following the requirements outlined in the RFP, the woman will be assessed to determine if the eligibility requirements are met.

The case management process does not describe how eligibility is determined and provides little additional detail about the process other than repeating the requirements from the RFP. The Haven of Grace offers a Ten-Year Aftercare program. The Haven of Grace operates 24 hours a day, seven days a week.

The Haven of Grace provides a list of the prenatal and parenting education courses, along with a brief description of the training. The required course subjects are identified.

The Haven of Grace provides a limited description of some, but not all, of the services specified in section 2.3.2 of the RFP. The Haven of Grace is currently in the process of hiring a full-time, licensed mental health professional.

To provide assistance to needy families so children may be cared for in their own homes or in the homes of relatives, The Haven of Grace provides seven (7) furnished apartments for mothers and their children.

Mothers work to break the cycle of homelessness and poverty by setting educational, employment, and healthy relationship goals. Mothers attend offsite and/or onsite classes to assist in resume writing, developing an employment portfolio, enhancing interviewing skills, and other job readiness related classes.

To reduce future out-of-wedlock pregnancies, The Haven of Grace will partner with churches that offer classes addressing the value of two (2) parent families. The Haven of Grace has a goal to reduce out-of-wedlock pregnancies by 20%.

Classes that promote conflict management skills, positive communication, self-awareness and assertiveness will be utilized to encourage the formation and maintenance of two-parent families.

The Haven of Grace provides an organization chart showing the staffing and lines of authority for personnel.

The Haven of Grace identifies two (2) credentialed case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through The Haven of Grace's personnel.

The Haven of Grace proposes to serve 25-30 non-residential clients and 30-40 residential clients.

The implementation plan meets the requirements of the RFP. However, by only identifying when the therapist will be hired and the volunteer dietician will be identified, the implementation plan lacked detail to gain a full understanding of how services will be implemented.

The description of services for the client scenario provided in the RFP only provided a price analysis for 30 days of service.

Services will be performed by Missouri residents and offices are located within Missouri. The Haven of Grace described the cost avoidance to Missouri through the provision of services.

### SUMMARY

With seven (7) offices throughout the region, AFLMO has more office locations than the total of the other vendors. LFCS has four (4) offices throughout the region which is considerably more offices in comparison to Nurses for Newborns with one (1) location and the Haven of Grace with one (1) location.

Nurses for Newborns has the best credentialed case manager to client ratio, 1:6.9, which may allow for better individualized support to the clients served. At a ratio of one (1) credential case manager to 19 clients, LFCS' ratio is more than double that of Nurses for Newborns. AFLMO's ratio of one (1) credential case manager to 21.9 clients is similar to LFCS' ratio. The Haven of Grace has the weakest credentialed case manager to client ratio of 1:35.

In comparison to LFCS and Nurses for Newborns, who indicate no age limitation and plan to serve all women of child-bearing age, the Haven of Grace has a narrower age range of 18-24. The narrow range may leave a large number of potential clients without service. Although AFLMO and most of the subcontractors serves clients with a wide variance in age range, one (1) of the subcontractors has a narrow range of 18 and older.

Nurses for Newborns has the best cultural diversity plan which includes staff with cultural and linguistic competence as well as sharing services with specific communities (Bosnian, Hispanic, and Vietnamese) through individual outreach efforts and publications. AFLMO has a good cultural diversity plan which includes materials written in Spanish and the provision of interpreters. The Haven of Grace and LFCS have a general cultural diversity plan.

All vendors' hours of availability are similar.

All vendors are Missouri-based companies, which demonstrates an economic impact to Missouri.

**Therefore, Nurses for Newborns is assigned 50 points, AFLMO is assigned 48 points, LFCS is assigned 47 points, and the Haven of Grace is assigned 33 points.**

RFPS30034901700042

Alternatives to Abortion Program Services

Evaluation Of Cost

Geographic Region 6

\*Evaluation of cost in accordance with paragraph 3.4.1 of the RFP

Vendor	Non-Residential Services Price Per Client	Non-Residential Services Cost Points (55 maximum)	Residential Care Services	Residential Care Services Cost Points (25 maximum)	Total Cost Points (rounded)
Alliance for Life - Missouri Inc.	\$ 83.33	55.0	\$ 1,825.00	25.0	80
The Haven of Grace	\$ 724.53	6.3	\$ 2,787.82	16.4	23
Lutheran Family and Children's Services of Missouri	\$ 235.52	19.5	\$ 2,000.00	22.8	42
Nurses for Newborns	\$ 600.00	7.6	\$ 2,550.00	17.9	26

# REGION 7

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042**

**REGION 7**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop Preference (10 Points)	MO Service- Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	49	56	0	0	0	165
2 Catholic Charities of Southern Missouri, Inc.	50	50	36	0	0	0	136
3 Laclede County Pregnancy Support Center	55	39	9	0	0	0	103
4 Lutheran Family and Children's Services of Missouri	45	39	38	0	0	0	122
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP330034801700042  
REGION 7**

**Julie Kieffner, Buyer**

Due to scanning and e-mailing the Evaluation Report form among the evaluators, the signature of the first evaluator on the form, Emily Kraft, was not legible; see attached copy for Emily Kraft's signature. *AK 12-14-16*

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/ Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	49					
2 Catholic Charities of Southern Missouri, Inc.	50	50					
3 Laclede County Pregnancy Support Center	55	39					
4 Lutheran Family and Children's Services of Missouri	45	39					
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

<u>Shirley Westman</u> Evaluator's Signature	<u>Shirley Westman</u> Evaluator's Printed Name	<u>Spec. Serv.</u> Agency	<u>12-19-16</u> Date
<u>Michelle Kelley</u> Evaluator's Signature	<u>Michelle Kelley</u> Evaluator's Printed Name	<u>Social Services</u> Agency	<u>12/19/16</u> Date



**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042  
REGION 7**

Julia Kleffner, Buyer

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	48					
2 Catholic Charities of Southern Missouri, Inc.	50	50					
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Evaluator's Signature: Emily Kraft      Evaluator's Printed Name: Emily Kraft      Title: Major Analyst, Spec II office of Administration      Agency: 12/10/10      Date:

Evaluator's Signature: \_\_\_\_\_      Evaluator's Printed Name: \_\_\_\_\_      Title: \_\_\_\_\_      Agency: \_\_\_\_\_      Date:

Evaluator's Signature: \_\_\_\_\_      Evaluator's Printed Name: \_\_\_\_\_      Title: \_\_\_\_\_      Agency: \_\_\_\_\_      Date:

# **Subjective Evaluation Alternatives to Abortion Program Services**

**Office of Administration, Commissioner's Office**

**Request for Proposal RFPS30034901700042**

**REGION 7**

The attached narrative represents the evaluation committee's assessment of the responsive proposals submitted in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

Responsive proposals were received from:

1. Alliance for Life – Missouri, Inc. (Greenwood, MO)
2. Catholic Charities of Southern Missouri, Inc. (Springfield, MO)
3. Laclede County Pregnancy Support Center (Lebanon, MO)
4. Lutheran Family and Children's Services of Missouri (St. Louis, MO)

The evaluation committee was tasked with subjectively evaluating the proposals according to the established evaluation criteria of the RFP, which included the Vendor's Experience and Reliability and Expertise of Personnel (60 points) and Method of Performance (50 points).

The following narrative and subjective evaluation points assigned by the evaluation committee are based on the information presented in the vendors' proposals and subsequent Best and Final Offer (BAFO) responses. The subjective points assigned to each vendor were scored pursuant to the established evaluation criteria. The written narrative highlights the considerations which influenced the evaluators' opinions. While all areas of the RFP were considered during the evaluation, and each proposal was reviewed and discussed, if a particular factor was not specifically addressed in the narrative, the evaluation committee did not find distinction among the vendors regarding such factor and found such factor to be acceptable by all vendors.

Although the evaluation committee recognizes the "best" vendor may have weaknesses identified in the narrative, the vendor that was determined to be the "best" for the category being reviewed was awarded the maximum number of points available for that category.

### **Experience and Reliability and Expertise of Personnel (Maximum 60 Points)**

The following relevant factors were considered in the assessment of each vendor's experience and reliability, and the assessment of each vendor's expertise of personnel, including those of any subcontractor participants:

- *Company history and nature of the vendor's business;*
- Current contracts for similar services. The evaluation committee reviewed the re-pregnancy rate for fiscal year 2014 through fiscal year 2016. The rate was based on (1) the summary report from the state agency database identifying the number of unduplicated clients served and (2) the repeat pregnancy report lists women who were indicated by the provider as discharged from the program prior to the child's first birthday so the client can re-enroll for another pregnancy;
- Contracts gained/lost in the past two (2) years;
- Vendor is a non-for profit-entity that promotes one (1) or more of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996;
- Structure of the organization;
- Pursuant to section 188.325 RSMo, additional consideration will be given if the vendor is an organization *"exempt from income taxation pursuant to the United States Internal Revenue Code"*. All vendors were determined to be exempt and, therefore, all vendors were determined to be equal in this area;
- Expertise of the contract representative and credentialed case managers; and
- Legal proceedings within the last three (3) years.

**Alliance for Life – Missouri, Inc.**  
**(60 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) was organized to help establish collaboration among ministries. AFLMO was officially organized as a 501(c)3 in March of 2001 and has been operating in that capacity for over 15 years. AFLMO is a network of pregnancy resource centers, maternity homes, and adoption agencies across Missouri.

AFLMO contracts with the following partner agencies to provide Alternatives to Abortion Program services:

- Alpha House has been in existence since 1989. It was a branch of Bolivar Baptist Church but became its own incorporation in 1999. Alpha House is a pregnancy resource center.
- Care Net Pregnancy Resource Center (Care Net) opened in 2011. Care Net is a pregnancy resource center.
- Options Pregnancy Center was established in 2005. Options Pregnancy Center is a pregnancy resource center.
- Options Clinic opened in 1994. Options Clinic is a pregnancy resource center.
- Pregnancy Care Center was founded in 1998 and began providing services in 2000. Pregnancy Care Center is a pregnancy resource center.
- Pregnancy LifeLine was founded in 2004. Pregnancy LifeLine is a pregnancy resource center. Pregnancy LifeLine indicates their services reduce client abuse and foster care placement.
- Tri-County Pregnancy Resource Center (Tri-County) began providing services in 2010. Tri-County is a pregnancy resource center.

AFLMO has a long history of providing Alternatives to Abortion Program services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions is 5.3%. No contracts have been gained or lost in the past two (2) years.

- Alpha House currently provides Alternatives to Abortion Program services as a subcontractor for AFLMO. No contracts have been gained or lost in the past two (2) years.
- Care Net provides pregnancy tests, pregnancy/parenting one-on-one classes, and material assistance. No contracts have been gained or lost in the past two (2) years.
- Options Pregnancy Center currently provides Alternatives to Abortion Program services. No contracts have been gained or lost in the past two (2) years.
- Options Clinic currently provides Alternatives to Abortion Program services as a subcontractor for AFLMO. No contracts have been gained or lost in the past two (2) years.
- Pregnancy Care Center currently provides Alternatives to Abortion Program services. No contracts have been gained or lost in the past two (2) years.
- Pregnancy LifeLine currently provides Alternatives to Abortion Program services as a subcontractor to AFLMO. No contracts have been gained or lost in the past two (2) years.
- Tri-County currently has a contract that was gained in 2014/2015 with Missouri State University's Abstinence Education Program to provide abstinence education in the local schools. No contracts were lost in the past two (2) years.

AFLMO is a non-for profit-entity.

AFLMO promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996 by describing the experience of its subcontractors.

- Alpha House promotes three (3) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Although Alpha House described experience as it relates to the purpose, the description lacked specific detail.
- Care Net promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Although Care Net described experience as it relates to the purpose, the description lacked specific detail.
- Options Pregnancy Center promotes one (1) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Although Options Clinic described experience as it relates to the purpose, the description lacked specific detail.
- Options Clinic promotes one (1) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Although Options Clinic described experience as it relates to the purpose, the description lacked specific detail.
- Pregnancy Care Center promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Although Pregnancy Care Center described experience as it relates to the purpose, the description lacked specific detail.
- Pregnancy LifeLine promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Pregnancy LifeLine provided a detailed explanation of the specific experience as it relates to the purpose.
- Tri-County promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Tri-County provides some detail relative to the specific experience as it relates to three (3) of the four (4) of the purposes. Although Tri-County provided a description of experience for the purpose of encouraging the formation and maintenance of two-parent families, the description did not address the question or purpose relative to the issue of two-parent families.

The structure of the organization for AFLMO, and its subcontractors, is described in adequate detail and appears appropriate.

AFLMO agrees to provide personnel with appropriate qualifications as outlined in the RFP.

AFLMO indicated no legal proceedings exist.

- Alpha House indicated no legal proceedings exist.
- Care Net indicated no legal proceedings exist.
- Options Pregnancy Center indicated no legal proceedings exist.
- Options Clinic indicated no legal proceedings exist.
- Pregnancy Care Center indicated no legal proceedings exist.
- Pregnancy LifeLine indicated no legal proceedings exist.
- Tri-County indicated no legal proceedings exist.

**Laclede County Pregnancy Support Center  
(55 Points)**

The Laclede County Pregnancy Support Center (LCPSC) was founded in 1991 for the purpose of helping women who are facing an unplanned pregnancy and assisting them to find viable alternatives to abortion.

LCPSC has a long history of providing Alternatives to Abortion Program services in multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate is 5.7%. No other contracts have been gained or lost.

LCPSC is a non-for profit-entity.

LCPSC promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. LCPSC provided a complete, concise explanation of the specific experience as it relates to the purpose.

The structure of the organization is described in adequate detail.

LCPSC agrees to provide personnel with appropriate qualifications as outlined in the RFP.

LCPSC indicated no legal proceedings exist.

**Catholic Charities of Southern Missouri, Inc.**  
**(50 Points)**

Catholic Charities of Southern Missouri, Inc. (Catholic Charities) was established in 2009 as a social service agency. The maternity home services were established in 2013.

Catholic Charities has a history of providing Alternatives to Abortion Program Services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions was 8.6%. In addition to the Alternatives to Abortion Program Services contract, Catholic Charities has several contracts, including (1) Supportive Services to Veteran Families, (2) Emergency Solutions Grant; (3) Continuum of Care Funding for Rapid Rehousing Projects, (4) Missouri Housing Trust Fund Rental Assistance, Emergency Assistance, Home Repair, Operation and Housing First Grants, and (5) Housing Reentry Services. Several contracts have been gained in the past two (2) years. Any contracts lost were not due to performance issues.

Catholic Charities is a non-for profit-entity.

Catholic Charities promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Catholic Charities provided a detailed explanation of the specific experience as it relates to the purpose.

The structure of the organization for Catholic Charities is described in adequate detail and appears appropriate.

Catholic Charities agrees to provide personnel with appropriate qualifications as outlined in the RFP.

Catholic Charities indicated one legal proceeding exists: Butler County, Missouri – Tyler Hollis vs. Health Management Associates, Inc., et al Case voluntary dismissed, with prejudice January 2016.

**Lutheran Family and Children's Services of Missouri**  
**(45 Points)**

Lutheran Family and Children's Services (LFCS) of Missouri has taken the role as the lead agency on behalf of the Adoption and Foster Care Coalition of Missouri (AFCC), which is a current service provider of Alternatives to Abortion services through a contract with the Office of Administration. Services were provided, and will continue to be provided, through the Pregnancy Maintenance Network. The AFCC will be dissolving upon completion of the current Alternatives to Abortion contract.

LFCS of Missouri began as an orphans' home in 1868, then transformed into an incorporated social service agency in the 1960's. The LFCS has been in its current structure since 1964.

LFCS has a long history of providing Alternatives to Abortion program services to multiple regions as a member of the Pregnancy Maintenance Network. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions is 17.7%. Contracts gained over the past two (2) years include Nurturing Kids and Nurturing Teens, and Foster Care Adoption Resource services. No contracts have been lost over the past two (2) years.

LFCS is a non-for profit-entity.

LFCS promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. LFCS provides some detail relative to the specific experience as it relates to the purpose.

The structure of the organization is described in adequate detail.

LFCS agrees to provide personnel with appropriate qualifications as outlined in the RFP.

LFCS does not identify any legal proceedings for itself.

### **SUMMARY**

With the exception of Catholic Charities and two of AFLMO's seven proposed subcontractors, all other vendors and their subcontractors have been in operation for more than ten (10) years providing relative services.

All vendors are non-for-profit entities. All vendors, including any subcontractors, promote all four (4) of the purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996.

AFLMO, along with its subcontractors, has the lowest re-pregnancy rate at 5.3%, followed closely by LCPSC at 5.7%. In comparison, Catholic Charities has a higher re-pregnancy rate at 8.6%. LFCS has the highest re-pregnancy rate at 17.7%.

**Therefore, AFLMO is assigned 60 points for having the best re-pregnancy rates and LCPSC is assigned 55 points for having a comparatively low re-pregnancy rate. Catholic Charities is assigned 50 points for having a higher re-pregnancy rate and because of the short tenure of providing comparable services. LFCS is assigned 45 points for having a significantly higher re-pregnancy rate than the other vendors.**

### **Method of Performance (Maximum 50 Points)**

The following relevant factors were considered in the assessment of each vendor's method of performance, including those of any subcontractor participants:

- Service location, geographic proximity of the services being proposed to the majority of the clients to be served, and how women initially access services and locate the service location;
- Demographic profile of the at-risk population and outreach strategies, including strategies for addressing the cultural diversity of targeted clients;
- Site where the Initial Client Intake Assessment will be conducted and how client eligibility will be determined;
- Case management process and the hours of service, including emergency coverage outside of business hours and weekends;
- List and description of prenatal and parenting education courses including the source of the course material taught in each class;
- Description of the services identified in section 2.3.2 of the RFP; the service delivery system, including any referral network and referral plan, and the cultural competency of providers;
- Description of how the services will provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives;
- Description of how the proposed program will help to end the dependence of needy parents on government benefits by promoting job preparation, work, and marriage;
- Description of how the proposed program will reduce the incidence of future out-of-wedlock pregnancies and the identification of annual numerical goals for preventing and reducing the incidence of these pregnancies;
- Description of how the proposed program will encourage the formation and maintenance of two-parent families;
- Organization chart;
- Management control, and supervision to ensure satisfactory contract performance;
- Number of non-residential clients and residential clients served;
- Implementation/Readiness Plan;
- Client Scenario; and
- Missouri Economic Impact.



**Catholic Charities of Southern Missouri, Inc.  
(50 Points)**

Catholic Charities of Southern Missouri, Inc.'s (Catholic Charities) service location, as well as the satellite location, is located in Springfield. Catholic Charities will provide service to clients in Christian, Dallas, Greene, Lawrence, Polk, Stone, Taney, and Webster Counties. Case management and housing programs are provided in all counties in the region except St. Clair and Vernon Counties. Referrals are taken from all counties. Catholic Charities will travel to the client's home or community site to meet with families based on their needs and transportation availability.

The at-risk population to be served is those that are chronically homeless, those with histories of substance abuse and domestic violence, and those with mental health issues in addition to other challenges. Catholic Charities provided statistics of the population served since opening in 2013. Catholic Charities provides service to clients 18 years of age and older. Outreach strategies include: face-to-face meetings with possible referral sources such as school counselors and principals, physicians, and county health center employees; information offered at community events; brochures/flyers distributed to local social service providers; and through other Catholic Charities programs. Cultural diversity is addressed through the provision of literature in several language and interpreter services for most languages. If a client has special diversity needs, efforts are made to meet those needs.

To market the Alternatives to Abortion Program, a plan will be developed and implemented to inform the public and community partners that the agency will provide alternatives to abortion program services. The plan is not described. Catholic Charities has a brochure that will be provided to potential clients explaining the residential program.

The Initial Client Intake Assessment will usually be completed in the client's home. However, assessment can be conducted on-site. Following the requirements outlined in the RFP, the woman will be assessed to determine if the eligibility requirements are met. If the client meets eligibility requirements, she will be admitted to the program.

Most of the services will be provided by a credential case manager. The client centered plan will guide the case management process. The plans result from screening tools such as the Ages and Stages Questionnaire, Kotelchuck (adequate prenatal care), and Arizona Self-Sufficiency Matrix, to identify goals and objectives. The office is open 8:00 am. – 5:00 p.m., Monday through Friday, excluding holidays. Evening and weekend appointments can be scheduled if needed. A 24 hour number is available for emergencies.

Catholic Charities has a suggested educational curriculum for case managers to follow with the delivery sequence, based on the stage for which the client is enrolled for service. The mandatory topics curriculum is identified by stages of pregnancy and parenting. Catholic Charities provided a comprehensive list of training, as well as a detailed explanation of the training, and identified the curriculum.

Catholic Charities provides a general description of the services specified in section 2.3.2 of the RFP. The mental health network consists of seven (7) resources. Catholic Charities identified four (4) domestic violence shelters. Catholic Charities indicated the region is less diverse than many communities. Cultural diversity is addressed by providing materials in several languages, making interpreter services available for most languages, and staff that speak and interpret in Spanish, Russian, and one Chinese dialect.

To provide assistance to families so that children may be cared for in their own homes or in the homes of relatives, families are assessed for needed supports and provided with needed resources, such as food, diapers,

and furniture, or parents are taught how to obtain needed items through community resources such as WIC and diaper banks.

Catholic Charities' program will help to end the dependence of needy parents on government benefits by encouraging completion of a high school education or GED, and when possible, post-high school training/education. Also, case managers assist in identifying barriers to success and teach problem solving skills to overcome barriers such as lack of employment and mental health issues.

To reduce the incidence of future out-of-wedlock pregnancies, Catholic Charities teaches parents about the positive effect on children who are raised in two parent families, teaches parents the benefits of birth spacing, and conducts counseling sessions on self-esteem and building healthy relationships. Catholic Charities did not identify annual numerical goals for preventing and reducing the incidence of out-of-wedlock pregnancies.

To encourage the formation and maintenance of two-parent families, parents are taught about the positive effect on children raised in two parent families. Although the specific curriculums are identified, a description of the training is not provided.

The organizational chart shows the relationship of the Catholic Charities and the team of personnel

Catholic Charities identifies eight (8) credential case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through Catholic Charities' personnel.

Catholic Charities proposes to serve 20 non-residential clients and 18 residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate. The description provided a solution for many roadblocks that may be encountered.

All services will be performed by Missouri residents and all offices are located within Missouri. Catholic Charities thoroughly described the cost avoidance to Missouri through the provision of services.

**Alliance for Life – Missouri, Inc.**  
**(49 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) proposes to provide service in multiple regions across Missouri through subcontractors. AFLMO projects to add another two (2) to five (5) subcontractors over the next three (3) years to serve more clients across Missouri, especially in areas that are underserved. However, AFLMO did not identify what regions the additional subcontractors would be located.

Service locations are in Aurora, Ava, Bolivar, Branson, Branson West, Neosho, and Springfield. There is a satellite location in Pineville. The majority of clients served come from within the counties where the subcontractors are located: Douglas, Greene, Lawrence, Newton, Polk, Stone, and Taney.

The at-risk population to be served is “women of child-bearing age, of all races, at or below the 185% poverty level, at-risk for abortion and father of the baby if present”. Outreach strategies include: websites, billboards, Facebook ads, word of mouth, and local print media, along with Alternatives to Abortion marketing. Subcontractors address cultural diversity by providing materials written in Spanish, maintaining contact

information for individuals who may serve as interpreters for the clients and enlisting help from a large network of social service agencies and organizations to address individual needs and situations as they arise.

The Initial Client Intake Assessment will be conducted at the subcontractor location. To determine eligibility for the program, each client will make an appointment with the nearest subcontractor for a verification of pregnancy. The subcontractor will conduct the Initial Client Intake Assessment in a private mentoring room with a mentor. If the client demonstrates the need and eligibility for the program, the client will be scheduled to meet with the credentialed case manager.

The client is scheduled, at a minimum, for one case management visit every thirty (30) calendar days. Updates are completed to ensure the client objectives and services continue to address the needs of the client. Case management will be available at the subcontractor office(s) during normal work hours and through a hotline that is available 24 hours a day to connect at-risk clients with a provider in their area.

AFLMO indicates a variety of training materials will be used in conducting individual and group class training sessions, with attention to the mandatory topics of the contract. The material sources include full prenatal and parenting modules, such as Earn While You Learn, as well as booklets, handouts, and brochures from the state agency. Although AFLMO did not provide a description of the training, AFLMO provided a comprehensive list of educational materials.

AFLMO provides a generic description of the services specified in section 2.3.2 of the RFP. Each subcontractor provides direct services and/or makes referrals for those services AFLMO does not provide. By using pregnancy centers, maternity homes, and adoption agencies for the service delivery, AFLMO indicated it will be meeting the cultural competency of the clients. The agencies serve any client regardless of age, gender, race, religious backgrounds, language barriers, etc. Many agencies have materials in Spanish as well as English and have identified interpreters should they be needed for non-English speaking clients.

Families will be provided referrals or assistance with rent, utilities, supplies, clothing, and food, to make it possible for children to be cared for in their homes or the homes of relatives. A care plan will be developed to identify needs and set goals toward remaining in their home.

AFLMO's program will help to end the dependence of needy parents on government benefits through on-going case management, assistance in pursuing job training and placement services, referrals for employment assistance, and education on the value of marriage. Men's mentoring and education programs are offered to encourage employment and support of the family.

Clients receive education on sexual risk avoidance, STI/STD risks, healthy relationship boundaries, and the value of marriage and two-parent families. STI/STD testing is provided in some subcontractor locations which gives the opportunity to educate both male and females of the risk of disease as well as the risk of pregnancy. AFLMO has a goal to see the number of teen (age 15 – 19) births make a steady decline of three (3) to five (5) percent. AFLMO indicated increasing the number of students educated through the healthy relationship programs will serve to impact the number of reduced pregnancies.

Healthy relationship education, that builds on the value of marriage and two-parent families, will be provided. Some of the subcontractors have or are developing men's mentoring programs to encourage the fathers to take responsibility and provide the support needed for the mother of his child and the child. H AFLMO is proposing to provide these services in several regions of the state, but AFLMO did not identify the region(s).

AFLMO provides an organizational chart showing the staffing and lines of authority for personnel.

AFLMO identifies eight (8) credential case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory contract performance through AFLMO's personnel. Monthly reviews are conducted by the program manager to ensure compliance by all subcontractors. On-site visits and reviews are conducted at least twice during the four-year cycle of the contract to ensure all documentation, files, and personnel are in compliance with the contract.

AFLMO proposes to serve 228 non-residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services are provided in Missouri offices. AFLMO and its subcontractors pay Missouri employment taxes on their employees. AFLMO and its subcontractors employ more than 100 people throughout Missouri, provide social and pregnancy related medical services in rural communities, and owns or leases more than 50 properties in Missouri. AFLMO described the cost avoidance to Missouri through the provision of services.

#### **Laclede County Pregnancy Support Center (39 Points)**

The Laclede County Pregnancy Support Center's (LCPSC) service location is in Marshfield, which is the county seat of Webster County.

The average client is Caucasian, between the ages of 16–22, not college educated, and at or below the federal poverty level. Statistics from the 2014 Missouri Kids County are provided. Outreach strategies include a website and advertising through bench ads, billboards, door hangers, and local outreach events. LCPSC strives to have a culturally diverse staff. A Spanish speaking translator is available and literature is available for Spanish speaking clients.

The Initial Client Intake Assessment will be conducted at the service location; however, upon a client's request for a more convenient location, arrangements will be made for the client's convenience or confidentiality. Eligibility is based upon the requirements of the RFP.

A client will be assigned a case manager. There will be at least one face-to-face meeting each month in either the LCPSC facility, the client's home, or another agreed upon location. Case manager are available on an emergency basis and may need to visit clients under special circumstances such as in the hospital or jail. Every client is provided the cell phone number of a case manager who can be contacted 24 hours a day and seven (7) days a week in the event of an emergency. Case management is available Monday, Tuesday, and Thursday, 10:00 a.m. - 5:00 p.m.

LCPSC provided a list of the prenatal and parenting education courses, along with a brief description of the training for some of the courses. The curriculum was identified.

LCPSC provided a general description of some of the services specified in section 2.3.2 of the RFP. LCPSC has a working relationship with the safe house in Lebanon and would use them as a resource for women needing safe housing. Case managers may provide transportation and accompany clients to the courthouse to assist the client in completing and filing paperwork for an order of protection as needed.

To provide assistance to families so that children may be cared for in their own homes or in the homes of relatives, LCPSC assures the client has basic needs met by referring to other entities or providing the service

directly. Parenting classes are taught. LCPSC ensures that rent, utilities, care payments, and other necessary things are kept current.

LCPSC will help to end the dependence on government benefits by setting long-term goals and short-term goals with each client, encouraging clients to obtain a high school diploma or GED if the client does not have one, and providing referrals to job-related programs.

To reduce future out-of-wedlock pregnancies, LCPSC encourages clients to make good choices and educates the client in the areas of abstinence, marriage, and birth spacing and planning. LCPSC indicated it does not have numerical goals since the alternatives to abortion program services are not its primary service or function.

To encourage the formation and maintenance of two-parent families, LCPSC has literature available to illustrate the importance of a father and mother in the child's life, assists with developing a parenting plan whether the mother and father are together or separate, and makes referrals for family counseling and premarital counseling.

LCPSC provided an organization chart showing the staffing and lines of authority for personnel.

LCPSC identifies one (1) credential case manager.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through LCPSC's personnel.

LCPSC proposes to serve 15 non-residential clients and six (6) residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate. LCPSC provided a 12-month price analysis.

LCPSC pays employment taxes on its employees. Services will be performed by Missouri residents and all offices are located within Missouri. LCPSC recognized the cost avoidance to Missouri through the provision of services.

#### **Lutheran Family and Children's Services of Missouri (39 Points)**

The service location is in Springfield. Most clients reside in Greene County. Clients also reside in Bollinger, Stone, and Webster Counties. Clients will be provided assistance with *transportation to the office or by meeting in the client's home*, if needed.

LFCS provides demographic statistics of clients previously served and for which they plan to continue to serve. In regard to age, 17% of the women are 19 years of age or younger, 37% of the women are in their 20s, and 45% of the women are in their 30s. Outreach strategies include, community outreach, distributing flyers at various social service agencies that serve diverse and underserved populations, website, and social media.

LFCS and each subcontracting agency markets Alternative to Abortion services as part of general operations across the geographic regions proposed. Primary marketing tools include brochures, flyers, and pull off tabs. Other strategies include website, twitter feeds, Facebook postings, radio, billboards, and resource fairs for professionals and community members. Program Managers and Case Managers are a part of ongoing collaborative efforts with other social service agencies. Collaborative efforts with other social services agencies include the Pregnancy Coalition, Poverty Collaborative, and the Child Abuse and Neglect Collaborative.

The Initial Client Intake Assessment will occur at the service location or the clients' home. A community location will meet with clients in community locations when confidentiality can be maintained. LFCS has a detailed client eligibility determination process, including multiple forms of documentation verification. If the client meets all eligibility requirements, she is either immediately assigned a case manager or put on the wait list until a case manager is available.

The case management process takes place over a series of meetings with the client that typically occur in the client's home or the professional office. Case manager's work with pregnant women after normal business hours or on the week-ends as the need arises. Clients are given the cell phone number of the case manager to be reached in case of an emergency. There is one on-call phone number for LFCS. LFCS also utilizes a 24 hour a day, 7 day a week exchange service as a back-up.

LFCS provides a comprehensive list of training, as well as an attachment outlining the training, and identifies the curriculum.

LFCS provides a general description of the services specified in section 2.3.2 of the RFP and included a listing of the referral network providers for each service. Cultural competency is addressed through regular training on the importance of cultural diversity and by providing referrals to meet the cultural needs of the clients they service.

LFCS proposes to provide emergency assistance in the form of diapers, formula, rent payments, utility payments, and transportation assistance, so parents may continue residing in their own home or the home of relatives. A client-centric service model is used to provide a continuum of care for clients based on what their needs are and the client's level of involvement in the program. To provide assistance to families, social workers utilize tools and trainings around budgeting, encourage and support the clients efforts to obtain employment, or further the parents' education to help families, and utilizing community resources such as food pantries. If clients are still interested in receiving support after the child's first birthday, referrals are made to other local agencies with a focus on children over the age of one.

To help end the dependence of needy parents on government benefits, LFCS helps the client identify the type of employment desired and any supportive services available to obtain employment. LFCS provides transportation assistance and identifies child care options. During monthly meetings with the case manager, clients will also discuss any barriers that may arise to obtaining employment. The case manager will assist with resources and explore the options available to the client so they can focus on maintaining employment.

To reduce the incidence of future out-of-wedlock pregnancies, clients will be provided with information on the benefits of birth spacing and case managers follow up with clients regarding the recommendation of the clients' physicians regarding future pregnancies. Clients will be encouraged to pursue their goals of employment and education, which can also serve to reduce the incidence of these pregnancies through a focus on the future. While LFCS indicates preventing and reducing unplanned/out-of-wedlock pregnancies is a goal of the program, LFCS does not set specific annual numerical goals for preventing and reducing the incidence of these pregnancies.

If the client and father are no longer in a relationship, co-parenting will be discussed during monthly visits. If the client and father of the baby are in a relationship, the case manager will focus on engaging the father in services and talking with the couple about how to communicate and handle the stress of being a parent.

LFCS provided an organization chart showing the staffing and lines of authority for personnel.

LFCS identifies one (1) credentialed case manager.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through LFCS' personnel.

LFCS proposes to serve 75 non-residential clients and one (1) residential client.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services will be performed by Missouri residents and offices are located within Missouri. The majority of products used to deliver services will be purchased in Missouri. Local and state taxes are paid.

### **SUMMARY**

With eight (8) service locations throughout the region, AFLMO has twice as many locations than the total of the other vendors. Catholic Charities has two (2) offices throughout the region which is double the number of office locations in comparison to LCPSC with one (1) office and LFCS with one (1) office.

Catholic Charities has the best credentialed case manager to client ratio, 1:4.8, which may allow for better individualized support to the clients served. At a ratio of one (1) credential case manager to 21 clients, LCPSC's ratio is nearly four (4) times higher than Catholic Charities. AFLMO follows LCPSC closely with a credentialed case manager to client ratio of 1:28.5. LFCS has the weakest credentialed case manager to client ratio of 1:76.

With the exception of Catholic Charities, all vendors indicate no age limitation and plan to serve all women of child-bearing age. Catholic Charities has a narrower age range of 18 and over. The narrow range may leave a number of potential clients without service.

Catholic Charities has the best plan to address cultural diversity which includes providing materials in several languages, providing interpreter services, and staff that speak and interpret in three (3) languages. AFLMO and LCPS each have a good plan to address cultural diversity which includes materials in Spanish and providing interpreters. In comparison to the other vendors, LFCS' plan for cultural diversity is generic not addressing specific languages.

With the exception of LCPSC, all vendors' hours of availability are similar. LCPSC's is weaker by only being available three (3) days of the week.

All vendors are Missouri-based companies, which demonstrates an economic impact to Missouri.

**Therefore, Catholic Charities is assigned 50 points, AFLMO is assigned 49 points, and LCPSC and LFCS are each assigned 39 points.**

RFP30034901700042

Alternatives to Abortion Program Services  
Evaluation Of Cost  
Geographic Region 7

\*Evaluation of cost in accordance with paragraph 3.4.1 of the RFP

Vendor	Non-Residential Services Price Per Client	Non-Residential Services Cost Points (55 maximum)	Residential Care Services	Residential Care Services Cost Points (25 maximum)	Total Cost Points (rounded)
Alliance for Life - Missouri Inc.	\$ 83.33	55.0	\$ 1,825.00	0.7	56
Catholic Charities of Southern Missouri, Inc.	\$ 126.96	36.1	\$ 3,502.50	0.4	36
Laclede County Pregnancy Support Center	\$ 540.00	8.5	\$ 3,100.00	0.4	9
Lutheran Family and Children's Services of	\$ 355.74	12.9	\$ 50.00	25.0	38



# REGION 8

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042**

**REGION 8**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel	Method of Performance	Cost	MBE/WBE Participation	Organization for the Blind/Sheltered Workshop Preference	MO Service- Disabled Veteran Business Preference	Total Points
	(Maximum 60 Points)	(Maximum 50 Points)	(Maximum 80 Points)	(Maximum 10 Points)	(10 Points)	(3 Points)	(Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	47	80	0	0	0	187
2 Catholic Charities of Southern Missouri, Inc.	50	50	42	0	0	0	142
3 Laclede County Pregnancy Support Center	55	45	23	0	0	0	123
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

Due to scanning and e-mailing the Evaluation Report form among the evaluators, the signature of the first evaluator on the form, Emily Kraft, was not legible; see attached copy for Emily Kraft's signature.

*12-14-16*

# EVALUATION REPORT FORM DIVISION OF PURCHASING

REQUEST FOR PROPOSAL RFP30034901700042  
REGION 8

Julle Kleffner, Buyer

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	47					
2 Catholic Charities of Southern Missouri, Inc.	50	50					
3 Ladele County Pregnancy Support Center	55	45					
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
<i>[Signature]</i>	<i>Spelle Westphal</i>	<i>Prgrm Dev. Spec</i>	<i>Social Services</i>	<i>12-19-16</i>
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
<i>[Signature]</i>	<i>Michelle Kelley</i>	<i>Fiscal Admin Manager</i>	<i>Social Services</i>	<i>12/19/16</i>
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042**

**REGION 8**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service- Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	47					
2 Catholic Charities of Southern Missouri, Inc.	50	50					
3 Laclede County Pregnancy Support Center	55	45					
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

*Emily Kraft*  
Evaluator's Signature

*Emily Kraft*  
Evaluator's Printed Name

Title

Agency

Date

Evaluator's Signature

Evaluator's Printed Name

Title

Agency

Date

Evaluator's Signature

Evaluator's Printed Name

Title

Agency

Date

# **Subjective Evaluation Alternatives to Abortion Program Services**

**Office of Administration, Commissioner's Office  
Request for Proposal RFPS30034901700042  
REGION 8**

The attached narrative represents the evaluation committee's assessment of the responsive proposals submitted in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

Responsive proposals were received from:

1. Alliance for Life – Missouri, Inc. (Greenwood, MO)
2. Catholic Charities of Southern Missouri, Inc. (Springfield, MO)
3. Laclede County Pregnancy Support Center (Lebanon, MO)

The evaluation committee was tasked with subjectively evaluating the proposals according to the established evaluation criteria of the RFP, which included the Vendor's Experience and Reliability and Expertise of Personnel (60 points) and Method of Performance (50 points).

The following narrative and subjective evaluation points assigned by the evaluation committee are based on the information presented in the vendors' proposals and subsequent Best and Final Offer (BAFO) responses. The subjective points assigned to each vendor were scored pursuant to the established evaluation criteria. The written narrative highlights the considerations which influenced the evaluators' opinions. While all areas of the RFP were considered during the evaluation, and each proposal was reviewed and discussed, if a particular factor was not specifically addressed in the narrative, the evaluation committee did not find distinction among the vendors regarding such factor and found such factor to be acceptable by all vendors.

Although the evaluation committee recognizes the "best" vendor may have weaknesses identified in the narrative, the vendor that was determined to be the "best" for the category being reviewed was awarded the maximum number of points available for that category.

### **Experience and Reliability and Expertise of Personnel (Maximum 60 Points)**

The following relevant factors were considered in the assessment of each vendor's experience and reliability, and the assessment of each vendor's expertise of personnel, including those of any subcontractor participants:

- Company history and nature of the vendor's business;
- Current contracts for similar services. The evaluation committee reviewed the re-pregnancy rate for fiscal year 2014 through fiscal year 2016. The rate was based on (1) the summary report from the state agency database identifying the number of unduplicated clients served and (2) the repeat pregnancy report lists women who were indicated by the provider as discharged from the program prior to the child's first birthday so the client can re-enroll for another pregnancy;
- Contracts gained/lost in the past two (2) years;
- Vendor is a non-for-profit entity that promotes one (1) or more of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996;
- Structure of the organization;
- Pursuant to section 188.325 RSMo, additional consideration will be given if the vendor is an organization "*exempt from income taxation pursuant to the United States Internal Revenue Code*". All vendors were determined to be exempt and, therefore, all vendors were determined to be equal in this area;
- Expertise of the contract representative and credentialed case managers; and
- Legal proceedings within the last three (3) years.

**Alliance for Life – Missouri, Inc.**  
**(60 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) was organized to help establish collaboration among ministries. AFLMO was officially organized as a 501(c)3 in March of 2001 and has been operating in that capacity for over 15 years. AFLMO is a network of pregnancy resource centers, maternity homes, and adoption agencies across Missouri.

AFLMO contracts with the following partner agency to provide Alternatives to Abortion Program services:

- The Pregnancy Resource Center of Mountain Grove was founded in 2009. The Pregnancy Resource Home of Mountain Grove is a pregnancy resource center.

AFLMO has a long history of providing Alternatives to Abortion Program services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions is 5.3%. No contracts have been gained or lost in the past two (2) years.

- The Pregnancy Resource Center of Mountain Grove currently provides Alternatives to Abortion Program Services as a subcontractor to AFLMO. No contracts have been gained or lost in the past two (2) years

AFLMO is a non-for-profit entity.

AFLMO promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996 by describing the experience of its subcontractors.

- Pregnancy Resource Center of Mountain Grove promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Pregnancy Resource Center of Mountain Grove provided a detailed explanation of the specific experience. However, three (3) of the four (4) explanations of specific experience have the same response.

The structure of the organization for AFLMO, and its subcontractor, is described in adequate detail and appears appropriate.

AFLMO agrees to provide personnel with appropriate qualifications as outlined in the RFP.

AFLMO indicated no legal proceedings exist.

- The Pregnancy Resource Center of Mountain Grove indicated no legal proceedings exist.

**Laclede County Pregnancy Support Center**  
**(55 Points)**

The Laclede County Pregnancy Support Center (LCPSC) was founded in 1991 for the purpose of helping women who are facing an unplanned pregnancy and assisting them to find viable alternatives to abortion.

LCPSC has a long history of providing Alternatives to Abortion Program services in multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate is 5.7%. No other contracts have been gained or lost.

LCPSC is a non-for profit-entity.

LCPSC promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. LCPSC provided a complete, concise explanation of the specific experience as it relates to the purpose.

The structure of the organization is described in adequate detail.

LCPSC agrees to provide personnel with appropriate qualifications as outlined in the RFP.

LCPSC indicated no legal proceedings exist.

**Catholic Charities of Southern Missouri, Inc.  
(50 Points)**

Catholic Charities of Southern Missouri, Inc. (Catholic Charities) was established in 2009 as a social service agency. The maternity home services were established in 2013.

Catholic Charities subcontracts with Whole Kids Outreach to provide Alternatives to Abortion Program services:

- Whole Kids Outreach was created in 1999. Whole Kids Outreach provides home visiting/outreach programs, as well as center-based programs.

Catholic Charities has a long history of providing Alternatives to Abortion Program Services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions was 8.6%. In addition to the Alternatives to Abortion Program Services contract, Catholic Charities has several contracts, including (1) Supportive Services to Veteran Families, (2) Emergency Solutions Grant; (3) Continuum of Care Funding for Rapid Rehousing Projects, (4) Missouri Housing Trust Fund Rental Assistance, Emergency Assistance, Home Repair, Operation and Housing First Grants, and (5) Housing Reentry Services. Several contracts have been gained in the past two (2) years. Any contracts lost were not due to performance issues.

- Whole Kids Outreach currently provides services for the Department of Social Services - Home Visitation Program. No contracts have been gained or lost in the past two (2) years.

Catholic Charities is a non-for profit-entity.

Catholic Charities promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Catholic Charities provided a detailed explanation of the specific experience as it relates to the purpose.

- Whole Kids Outreach promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Whole Kids Outreach provides some detail relative to the specific experience as it relates to the purpose

The structure of the organization for Catholic Charities, and its subcontractor, is described in adequate detail and appears appropriate.

Catholic Charities agrees to provide personnel with appropriate qualifications as outlined in the RFP.



Catholic Charities indicated one legal proceeding exists: Butler County, Missouri – Tyler Hollis vs. Health Management Associates, Inc., et al Case voluntary dismissed, with prejudice January 2016.

### **SUMMARY**

AFLMO and LCPSC have been in operation for more than ten (10) years providing relative services. Catholic Charities has only been providing maternity home services since 2013.

All vendors are non-for-profit entities. All vendors promote all four (4) of the purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996.

AFLMO, along with its subcontractor, has the lowest re-pregnancy rate at 5.3% followed closely by LCPSC at 5.7%. In comparison, Catholic Charities has a higher re-pregnancy rate at 8.6%.

**Therefore, AFLMO is assigned 60 points for having the best re-pregnancy rates and LCPSC is assigned 55 points for having a comparatively low re-pregnancy rate Catholic Charities is assigned 50 points for having a higher re-pregnancy rate and because of the short tenure of providing comparable services.**

### **Method of Performance (Maximum 50 Points)**

The following relevant factors were considered in the assessment of each vendor's method of performance, including those of any subcontractor participants:

- Service location, geographic proximity of the services being proposed to the majority of the clients to be served, and how women initially access services and locate the service location;
- Demographic profile of the at-risk population and outreach strategies, including strategies for addressing the cultural diversity of targeted clients;
- Site where the Initial Client Intake Assessment will be conducted and how client eligibility will be determined;
- Case management process and the hours of service, including emergency coverage outside of business hours and weekends;
- List and description of prenatal and parenting education courses including the source of the course material taught in each class;
- Description of the services identified in section 2.3.2 of the RFP; the service delivery system, including any referral network and referral plan, and the cultural competency of providers;
- Description of how the services will provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives;
- Description of how the proposed program will help to end the dependence of needy parents on government benefits by promoting job preparation, work, and marriage;
- Description of how the proposed program will reduce the incidence of future out-of-wedlock pregnancies and the identification of annual numerical goals for preventing and reducing the incidence of these pregnancies;
- Description of how the proposed program will encourage the formation and maintenance of two-parent families;
- Organization chart;
- Management control, and supervision to ensure satisfactory contract performance;
- Number of non-residential clients and residential clients served;
- Implementation/Readiness Plan;
- Client Scenario; and
- Missouri Economic Impact.

**Catholic Charities of Southern Missouri, Inc.  
(50 Points)**

Catholic Charities of Southern Missouri (Catholic Charities) service location is Van Buren with a satellite location in Ellington. Services are provided in Carter, Douglas, Howell, Oregon, Ozark, Reynolds, Ripley, Shannon, Texas, and Wright Counties. Staff will usually travel to the client's home or community site to meet with families based on their needs and transportation availability.

The at-risk population to be served includes pregnant women and teens, parents, infants, and children residing in the rural, remote areas of the region, focusing on at-risk groups and families who live in poverty, families with histories of abuse and neglect; pregnant and parenting teens, as well as first-time parents. That population is vulnerable to domestic violence and physical, emotional, sexual, and drug abuse. More than 83% of the counties in the region fall in the bottom quartile ranking of overall health factors, per the 2014 county health rankings. Outreach strategies include: network of relationships with local community agencies and organizations; healthcare providers, area shelters, county health departments, Division of Family Services caseworkers, school personnel, face-to-face meetings with possible referral sources such as school counselors and principals, physicians, and county health center employees, brochures/flyers distributed to local social service providers, and through other Catholic Charities programs. Catholic Charities noted there is little racial or ethnic diversity in the region.

Catholic Charities marketing of services includes websites; Facebook pages; brochures; media including possible public service announcements, press releases, and flyers; and attendance at community outreach events.

The Initial Client Intake Assessment will usually be completed in the client's home. However, assessment can be conducted on-site. Following the requirements outlined in the RFP, the woman will be assessed to determine if the eligibility requirements are met. If the client meets eligibility requirements, she will be admitted to the program.

Most of the services will be provided by a credential case manager. The client centered plan will guide the case management process. The plans result from screening tools such as the Ages and Stages Questionnaire, Kotelchuck (adequate prenatal care), and Arizona self-sufficiency Matrix, to identify goals and objectives. The service location office is open 8:00 am. – 5:00 p.m., Monday through Friday, excluding holidays; evening and weekend appointments can be scheduled if needed; and a 24 hour number is available for emergencies. For the satellite location office, the hours of service are 9:00 a.m. – 5:00 p.m., Monday through Friday, with exceptions made to accommodate families' schedules, and a cell phone number is available for emergencies.

Catholic Charities has a suggested educational curriculum for case managers to follow with the delivery sequence based on the stage for which the client is enrolled for service. The mandatory topics curriculum is identified by stages of pregnancy and parenting. The training curriculum is identified but lacked a description of the training. Catholic Charities indicated the curriculum has teaching manuals and parenting handbooks.

Catholic Charities provides a general description of the services specified in section 2.3.2 of the RFP. The mental health network consists of seven (7) resources. Catholic Charities identified four (4) domestic violence shelters. Catholic Charities indicated the region is less diverse than many communities. Cultural diversity is addressed by providing materials in several languages, providing interpreter services available for most languages, and staff that speak and interpret in Spanish, Russian, and one Chinese dialect.

To provide assistance to families so that children may be cared for in their own homes or in the homes of relatives, families are assessed for needed supports and provided with the needed resources, such as food, diapers,

and furniture, or parents are taught how to obtain needed items through community resources such as WIC and diaper banks.

Catholic Charities' program will help to end the dependence of needy parents on government benefits by encouraging completion of a high school education or GED, and when possible, post high school training/education. Also, case managers assist in identifying barriers to success and teach problems solving skills to overcome barriers such as lack of employment and mental health issues.

To reduce the incidence of future out-of-wedlock pregnancies, Catholic Charities teaches parents about the positive effect on children who are raised in two parent families, teaches parents the benefits of birth spacing, and conducts counseling sessions on self-esteem and building healthy relationships. Catholic Charities did not identify annual numerical goals for preventing and reducing the incidence of out-of-wedlock pregnancies.

To encourage the formation and maintenance of two-parent families, parents are taught about the positive effect on children raised in two parent families. Although the specific curriculums are identified, a description of the training is not described.

The organizational charts shows the relationship of the Catholic Charities and the team of personnel

Catholic Charities identifies eleven (11) credential case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through Catholic Charities personnel. A yearly audit and monthly site review of the subcontractor will be conducted to ensure compliance.

Catholic Charities proposes to serve 35 non-residential clients.

*The implementation plan meets the requirements of the RFP.*

The description of services for the client scenario provided in the RFP appears appropriate. The description provided a solution for many roadblocks that may be encountered.

All services will be performed by Missouri residents and all offices are located within Missouri. Catholic Charities thoroughly described the cost avoidance to Missouri through the provision of services.

**Alliance for Life – Missouri, Inc.**  
**(47 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) proposes to provide service in multiple regions across Missouri through subcontractors. AFLMO projects to add another two (2) to five (5) subcontractors over the next three (3) years to serve more clients across Missouri, especially in areas that are underserved. However, AFLMO did not identify what regions the additional subcontractors would be located.

The service location is in Mountain Grove. The majority of clients served come from within the counties where the subcontractor is located: Texas and Wright.

The at-risk population to be served is “women of child-bearing age, of all races, at or below the 185% poverty level, at-risk for abortion and father of the baby if present”. Outreach strategies include: websites, billboards, Facebook ads, word of mouth, and local print media; along with Alternatives to Abortion marketing. The subcontractors address cultural diversity by providing materials written in Spanish, maintaining contact

information for individuals who may serve as interpreters for the clients, and enlisting help from a large network of social service agencies and organizations to address individual needs and situations as they arise.

The Initial Client Intake Assessment will be conducted at the subcontractor location. To determine eligibility for the program, each client will make an appointment with the nearest subcontractor for a verification of pregnancy. The subcontractor will conduct the Initial Client Intake Assessment in a private mentoring room with a mentor. If the client demonstrates the need and eligibility for the program, the client will be scheduled to meet with a credentialed case manager.

The client is scheduled, at a minimum, one case management visit every thirty (30) calendar days. Updates are completed to ensure the client objectives and services continue to address the needs of the client. Case management will be available at the subcontractor office(s) during normal work hours and through a hotline that is available 24 hours a day to connect at-risk clients with a provider in their area.

AFLMO indicates a variety of training materials will be used in conducting individual and group class training sessions, with attention to the mandatory topics of the contract. The material sources include full prenatal and parenting modules, such as Earn While You Learn, as well as booklets, handouts, and brochures from the state agency. Although AFLMO did not provide a description of the training, AFLMO provided a comprehensive list of educational materials.

AFLMO provides a generic description of the services specified in section 2.3.2 of the RFP. The subcontractor provides direct services and/or makes referrals for those services AFLMO does not provide. By using pregnancy centers, maternity homes, and adoption agencies for the service delivery, AFLMO indicated it will be meeting the cultural competency of the clients. The agencies serve any client regardless of age, gender, race, religious backgrounds, language barriers, etc. Many agencies have materials in Spanish as well as English and have identified interpreters should they be needed for non-English speaking clients.

Families will be provided referrals or assistance with rent, utilities, supplies, clothing, and food, to make it possible for children to be cared for in their homes or the homes of relatives. A care plan will be developed to identify needs and set goals toward remaining in their home.

AFLMO's program will help to end the dependence of needy parents on government benefits through on-going case management, assistance in pursuing job training and placement services, referrals for employment assistance, and education on the value of marriage. Men's mentoring and education programs are offered to encourage employment and support of the family.

Clients receive education on sexual risk avoidance, STI/STD risks, healthy relationship boundaries, and the value of marriage and two-parent families. STI/STD testing is provided in some subcontractor locations which gives the opportunity to educate both male and females of the risk of disease as well as the risk of pregnancy. AFLMO has a goal to see the number of teen (age 15 – 19) births make a steady decline of three (3) to five (5) percent. AFLMO indicated increasing the number of students educated through the healthy relationship programs will serve to impact the number of reduced pregnancies.

Healthy relationship education, that builds on the value of marriage and two-parent families, will be provided. The subcontractor has or is developing men's mentoring programs to encourage the fathers to take responsibility and provide the support needed for the mother of his child and the child. AFLMO is proposing to provide these services in several regions of the state, but did not identify the region(s).

AFLMO provides an organizational chart showing the staffing and lines of authority for personnel.

AFLMO identifies one (1) credential case manager.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory contract performance through AFLMO's personnel. Monthly reviews are conducted by the program manager to ensure compliance of the subcontractor. On-site visits and reviews are conducted at least twice during the four-year cycle of the contract to ensure all documentation, files, and personnel are in compliance with the contract.

AFLMO proposes to serve 20 non-residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services are provided in Missouri offices. AFLMO and its subcontractor pay Missouri employment taxes on their employees. AFLMO and its subcontractor employ more than 100 people throughout Missouri, provide social and pregnancy related medical services in rural communities, and owns or leases more than 50 properties in Missouri. AFLMO described the cost avoidance to Missouri through the provision of services.

#### **Laclede County Pregnancy Support Center (45 Points)**

The Laclede County Pregnancy Support Center's (LCPSC) service location is in Ava, which is centrally located in Douglas County.

The average client is Caucasian, between the ages of 16–22, not college-educated, and at or below the federal poverty level. Statistics from the 2014 Missouri Kids County are provided. Outreach strategies include a website and advertising through bench ads, billboards, door hangers, and local outreach events. LCPSC strives to have a culturally diverse staff. A Spanish speaking translator is available and literature is available for Spanish speaking clients.

The Initial Client Intake Assessment will be conducted at the service location; however, upon a client's request for a more convenient location, arrangements will be made for the client's convenience or confidentiality. Eligibility is based upon the requirements of the RFP.

A client will be assigned a case manager. There will be at least one face-to-face meeting each month in either the LCPSC facility, the client's home, or another agreed upon location. Case managers are available on an emergency basis and may need to visit clients under special circumstances such as in the hospital or jail. Every client is provided the cell phone number of a case manager who can be contacted 24 hours a day and seven (7) days a week in the event of an emergency. Case management is available Monday, Tuesday, Thursday, and Friday, 9:00 a.m. - 4:00 p.m.

LCPSC provided a list of the prenatal and parenting education courses, along with a brief description of the training for some of the courses. The curriculum was identified.

LCPSC provided a general description of some of the services specified in section 2.3.2 of the RFP. LCPSC has a working relationship with the safe house in Lebanon and would use them as a resource for women needing safe housing. Case managers may provide transportation and accompany clients to the courthouse to assist the client in completing and filing paperwork for an order of protection as needed.

To provide assistance to families so that children may be cared for in their own homes or in the homes of relatives, LCPSC assures the client has basic needs met by referring to other entities or providing the service

directly. Parenting classes are taught. LCPSC ensures that rent, utilities, care payments, and other necessary things are kept current.

LCPSC will help to end the dependence on government benefits by setting long-term goals and short-term goals with each client, encouraging clients to obtain a high school diploma or GED if the client does not have one, and providing referrals to job-related programs.

To reduce future out-of-wedlock pregnancies, LCPSC encourages clients to make good choices and educates the client in the areas of abstinence, marriage, and birth spacing and planning. LCPSC indicated it does not have numerical goals since the alternatives to abortion program services are not LCPSC's primary service or function.

To encourage the formation and maintenance of two-parent families, LCPSC has literature available to illustrate the importance of a father and mother in the child's life, assists with developing a parenting plan whether the mother and father are together or separate, and makes referrals for family counseling and premarital counseling.

LCPSC provided an organization chart showing the staffing and lines of authority for personnel.

LCPSC identifies one (1) credentialed case manager.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through LCPSC's personnel.

LCPSC proposes to serve 15 non-residential clients and three (3) residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate. LCPSC provided a 12-month price analysis.

LCPSC pays employment taxes on its employees. Services will be performed by Missouri residents and all offices are located within Missouri. LCPSC recognized the cost avoidance to Missouri through the provision of services.

### **SUMMARY**

With two (2) service locations throughout the region, Catholic Charities has more service locations than the other vendors. AFLMO and LCPSC each have one (1) office in the region.

Catholic Charities has the best credentialed case manager to client ratio, 1:3.2, which may allow for better individualized support to the clients served. At a ratio of one (1) credential case manager to 18 clients, LCPSC's ratio is nearly six (6) times higher than Catholic Charities. AFLMO follows LCPSC closely with a credentialed case manager to client ratio of 1:20.

All vendors indicate no age limitation and plan to serve all women of child-bearing age.

AFLMO and LCPSC each have a good plan to address cultural diversity which includes providing materials in Spanish and providing interpreters. In comparison to the other vendors, Catholic Charities does not identify a clear plan and mainly indicates there is little racial or ethnic diversity in the region.

With the exception of LCPSC, all vendors' hours of availability are similar. LCPSC is somewhat weaker by not being available on Wednesdays.

All vendors are Missouri-based companies, which demonstrates an economic impact to Missouri.

**Therefore, Catholic Charities is assigned 50 points, AFLMO is assigned 47 points, and LCPSC is assigned 45 points.**



RFPS30034901700042

Alternatives to Abortion Program Services  
Evaluation Of Cost  
Geographic Region 8

\*Evaluation of cost in accordance with paragraph 3.4.1 of the RFP

Vendor	Non-Residential Services Price Per Client	Non-Residential Services Cost Points (55 maximum)	Residential Care Services	Residential Care Services Cost Points (25 maximum)	Total Cost Points (rounded)
Alliance for Life - Missouri Inc.	\$ 83.33	55.0	\$ 1,825.00	25.0	80
Catholic Charities of Southern Missouri, Inc.	\$ 158.53	28.9	\$ 3,502.50	13.0	42
Laclede County Pregnancy Support Center	\$ 540.00	8.5	\$ 3,100.00	14.7	23

# REGION 9

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042**

**REGION 9**

**Julie Kleffner, Buyer**

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel	Method of Performance	Cost	MBE/WBE Participation	Organization for the Blind/Sheltered Workshop Preference	MO Service- Disabled Veteran Business Preference	Total Points
	(Maximum 60 Points)	(Maximum 50 Points)	(Maximum 80 Points)	(Maximum 10 Points)	(10 Points)	(3 Points)	(Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	50	56	0	0	0	166
2 Catholic Charities of Southern Missouri, Inc.	58	47	29	0	0	0	134
3 Lutheran Family and Children's Services of Missouri	47	43	64	0	0	0	154
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date
Evaluator's Signature	Evaluator's Printed Name	Title	Agency	Date

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFP30034901700042**

**REGION 9**

Julie Klaffner, Buyer

Due to scanning and e-mailing the Evaluation Report form among the evaluators, the signature of the first evaluator on the form, Emily Kraft, was not legible; see attached copy for Emily Kraft's signature. *OK 12-14-16*

Name of Vendor	Vendor's Experience and Reliability of Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (Assigned by Division of Purchasing)			Total Points (Maximum 213 Points)
					MO Service-Disabled Veteran Business Preference (3 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	
1 Alliance for Life - Missouri, Inc.	60	50						
2 Catholic Charities of Southern Missouri, Inc.	58	47						
3 Lutheran Family and Children's Services of Missouri	47	43						
4								
5								
6								
7								
8								

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

Evaluator's Signature <i>Shirley Wootton</i> Evaluator's Signature	Evaluator's Printed Name Shirley Wootton	Title Program Dev. Spec.	Agency Social Services	Date 12-19-16
Evaluator's Signature <i>Michelle Kelley</i> Evaluator's Signature	Evaluator's Printed Name Michelle Kelley	Title Fiscal Admin Manager	Agency Social Services	Date 12/19/16

**EVALUATION REPORT FORM  
DIVISION OF PURCHASING**

**REQUEST FOR PROPOSAL RFPS30034901700042  
REGION 9**

Julie Kieffner, Buyer

Name of Vendor	Vendor's Experience and Reliability and Expertise of Personnel (Maximum 60 Points)	Method of Performance (Maximum 50 Points)	Cost (Maximum 80 Points)	MBE/WBE Participation (Assigned by Division of Purchasing) (Maximum 10 Points)	Organization for the Blind/Sheltered Workshop (10 Points)	MO Service-Disabled Veteran Business Preference (3 Points)	Total Points (Maximum 213 Points)
1 Alliance for Life - Missouri, Inc.	60	50					
2 Catholic Charities of Southern Missouri, Inc.	58	47					
3 Lutheran Family and Children's Services of Missouri	47	43					
4							
5							
6							
7							
8							

We hereby attest that the subjective points assigned to each offeror listed above were scored pursuant to the established evaluation criteria and represent our best judgment of the subjective areas of the offerors' proposals. We have attached a brief written narrative, which highlights the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent only the opinions of this evaluation team and do not represent the position of the Division of Purchasing, the State of Missouri, or any other party. In addition, we understand that the MBE/WBE participation points, cost points, any Blind and/or Sheltered Workshop preference bonus points, and any Missouri Service-Disabled Veteran Business preference bonus points will be calculated and added by the Division of Purchasing to arrive at the total points. The offeror with the highest total point score will be our final recommendation of the lowest and best proposal.

*Emily Kraft* *Emily Kraft* *Major Analysis Specialist* *Office of Administration* *12/16/10*  
 Evaluator's Signature Evaluator's Printed Name Title Agency Date

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 Evaluator's Signature Evaluator's Printed Name Title Agency Date

\_\_\_\_\_  
 Evaluator's Signature Evaluator's Printed Name Title Agency Date

# **Subjective Evaluation Alternatives to Abortion Program Services**

**Office of Administration, Commissioner's Office  
Request for Proposal RFPS30034901700042  
REGION 9**

The attached narrative represents the evaluation committee's assessment of the responsive proposals submitted in response to Request for Proposal RFPS30034901700042 for Alternatives to Abortion Program Services for the Office of Administration, Commissioner's Office.

Responsive proposals were received from:

1. Alliance for Life – Missouri, Inc. (Greenwood, MO)
2. Catholic Charities of Southern Missouri, Inc. (Springfield, MO)
3. Lutheran Family and Children's Services of Missouri (St. Louis, MO)

The evaluation committee was tasked with subjectively evaluating the proposals according to the established evaluation criteria of the RFP, which included the Vendor's Experience and Reliability and Expertise of Personnel (60 points) and Method of Performance (50 points).

The following narrative and subjective evaluation points assigned by the evaluation committee are based on the information presented in the vendors' proposals and subsequent Best and Final Offer (BAFO) responses. The subjective points assigned to each vendor were scored pursuant to the established evaluation criteria. The written narrative highlights the considerations which influenced the evaluators' opinions. While all areas of the RFP were considered during the evaluation, and each proposal was reviewed and discussed, if a particular factor was not specifically addressed in the narrative, the evaluation committee did not find distinction among the vendors regarding such factor and found such factor to be acceptable by all vendors.

Although the evaluation committee recognizes the "best" vendor may have weaknesses identified in the narrative, the vendor that was determined to be the "best" for the category being reviewed was awarded the maximum number of points available for that category.

### **Experience and Reliability and Expertise of Personnel (Maximum 60 Points)**

The following relevant factors were considered in the assessment of each vendor's experience and reliability, and the assessment of each vendor's expertise of personnel, including those of any subcontractor participants:

- Company history and nature of the vendor's business;
- Current contracts for similar services. The evaluation committee reviewed the re-pregnancy rate for fiscal year 2014 through fiscal year 2016. The rate was based on (1) the summary report from the state agency database identifying the number of unduplicated clients served and (2) the repeat pregnancy report lists women who were indicated by the provider as discharged from the program prior to the child's first birthday so the client can re-enroll for another pregnancy;
- Contracts gained/lost in the past two (2) years;
- Vendor is a non-for-profit entity that promotes one (1) or more of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996;
- Structure of the organization;
- Pursuant to section 188.325 RSMo, additional consideration will be given if the vendor is an organization "*exempt from income taxation pursuant to the United States Internal Revenue Code*". All vendors were determined to be exempt and, therefore, all vendors were determined to be equal in this area;
- Expertise of the contract representative and credentialed case managers; and
- Legal proceedings within the last three (3) years.

**Alliance for Life – Missouri, Inc.**  
**(60 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) was organized to help establish collaboration among ministries. AFLMO was officially organized as a 501(c)3 in March of 2001 and has been operating in that capacity for over 15 years. AFLMO is a network of pregnancy resource centers, maternity homes, and adoption agencies across Missouri.

AFLMO contracts with the following partner agency to provide Alternatives to Abortion Program services:

- Options for Women was incorporated in 2013. Options for Women is a pregnancy resource center.

AFLMO has a history of providing Alternatives to Abortion Program services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions is 5.3%. No contracts have been gained or lost in the past two (2) years.

- Options for Women currently provides Alternatives to Abortion Program Services as a subcontractor for AFLMO. No contracts have been gained or lost in the past two (2) years.

AFLMO is a non-for profit-entity.

AFLMO promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996 by describing the experience of its subcontractors.

- Options for Women promotes (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Options for Women provides some detail relative to the specific experience as it relates to the purpose.

The structure of the organization for AFLMO, and its subcontractor, is described in adequate detail and appears appropriate.

AFLMO agrees to provide personnel with appropriate qualifications as outlined in the RFP.

AFLMO indicated no legal proceedings exist.

- Options for Women indicated no legal proceedings exist.

**Catholic Charities of Southern Missouri, Inc.**  
**(58 Points)**

Catholic Charities of Southern Missouri, Inc. (Catholic Charities) was established in 2009 as a social service agency. The maternity home services were established in 2013.

Catholic Charities subcontracts with Whole Kids Outreach to provide Alternatives to Abortion Program services:

- Whole Kids Outreach was created in 1999. Whole Kids Outreach provides home visiting/outreach programs, as well as center-based programs.



Catholic Charities has a long history of providing Alternatives to Abortion Program Services to multiple regions. Pregnancy rate information by region is unavailable; however, the overall re-pregnancy rate among all regions was 8.6%. In addition to the Alternatives to Abortion Program Services contract, Catholic Charities has several contracts, including (1) Supportive Services to Veteran Families, (2) Emergency Solutions Grant; (3) Continuum of Care Funding for Rapid Rehousing Projects, (4) Missouri Housing Trust Fund Rental Assistance, Emergency Assistance, Home Repair, Operation and Housing First Grants, and (5) Housing Reentry Services. Several contracts have been gained in the past two (2) years. Any contracts lost were not due to performance issues.

- Whole Kids Outreach currently provides services for the Department of Social Services - Home Visitation Program, No contracts have been gained or lost in the past two (2) years.

Catholic Charities is a non-for profit-entity.

Catholic Charities promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Catholic Charities provided a detailed explanation of the specific experience as it relates to the purpose.

- Whole Kids Outreach promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. Whole Kids Outreach provides some detail relative to the specific experience as it relates to the purpose

The structure of the organization for Catholic Charities, and its subcontractor, is described in adequate detail and appears appropriate.

Catholic Charities agrees to provide personnel with appropriate qualifications as outlined in the RFP.

Catholic Charities indicated one legal proceeding exists: Butler County, Missouri – Tyler Hollis vs. Health Management Associates, Inc., et al Case voluntary dismissed, with prejudice January 2016.

#### **Lutheran Family and Children's Services of Missouri (47 Points)**

Lutheran Family and Children's Services (LFCS) of Missouri has taken the role as the lead agency on behalf of the Adoption and Foster Care Coalition of Missouri (AFCC), which is a current service provider of Alternatives to Abortion services through a contract with the Office of Administration. Services were provided, and will continue to be provided, through the Pregnancy Maintenance Network. The AFCC will be dissolving upon completion of the current Alternatives to Abortion contract.

LFCS of Missouri began as an orphans' home in 1868, then transformed into an incorporated social service agency in the 1960's. The LFCS has been in its current structure since 1964.

LFCS has a long history of providing Alternatives to Abortion program services to multiple regions as a member of the Pregnancy Maintenance Network. Pregnancy rate information by region and subcontractor is unavailable; however, the overall re-pregnancy rate among all regions is 17.7%. Contracts gained over the past two (2) years include Nurturing Kids and Nurturing Teens, and Foster Care Adoption Resource services. No contracts have been lost over the past two (2) years.

LFCS is a non-for profit-entity.

LFCS promotes four (4) of the four (4) purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996. LFCS provides some detail relative to the specific experience as it relates to the purpose.

The structure of the organization is described in adequate detail.

LFCS agrees to provide personnel with appropriate qualifications as outlined in the RFP.

LFCS does not identify any legal proceedings.

### **SUMMARY**

AFLMO and LFCS have been in operation for more than ten (10) years providing relative services. Catholic Charities has only been providing maternity home services since 2013.

All vendors are non-for-profit entities. All vendors promote all four (4) of the purposes established by Congress under 42 U.S.C. Section 601 of the Personal Responsibility and Work Opportunity Reconciliation Act of 1996.

AFLMO, along with its subcontractor, has the lowest re-pregnancy rate at 5.3%. In comparison, Catholic Charities has a higher re-pregnancy rate at 8.6%. LFCS has the highest re-pregnancy rate at 17.7%.

**Therefore, AFLMO is assigned 60 points for having the best re-pregnancy rate. Catholic Charities is assigned 58 points for having a higher re-pregnancy rate and because of the short tenure of providing comparable services. LFCS is assigned 47 points for having a significantly higher re-pregnancy rate than the other vendors.**

### **Method of Performance (Maximum 50 Points)**

The following relevant factors were considered in the assessment of each vendor's method of performance, including those of any subcontractor participants:

- Service location, geographic proximity of the services being proposed to the majority of the clients to be served, and how women initially access services and locate the service location;
- Demographic profile of the at-risk population and outreach strategies, including strategies for addressing the cultural diversity of targeted clients;
- Site where the Initial Client Intake Assessment will be conducted and how client eligibility will be determined;
- Case management process and the hours of service, including emergency coverage outside of business hours and weekends;
- List and description of prenatal and parenting education courses including the source of the course material taught in each class;
- Description of the services identified in section 2.3.2 of the RFP; the service delivery system, including any referral network and referral plan, and the cultural competency of providers;
- Description of how the services will provide assistance to needy families so that children may be cared for in their own homes or in the homes of relatives;
- Description of how the proposed program will help to end the dependence of needy parents on government benefits by promoting job preparation, work, and marriage;
- Description of how the proposed program will reduce the incidence of future out-of-wedlock pregnancies and the identification of annual numerical goals for preventing and reducing the incidence of these pregnancies;
- Description of how the proposal program will encourage the formation and maintenance of two-parent families;
- Organization chart;
- Management control, and supervision to ensure satisfactory contract performance;
- Number of non-residential clients and residential clients served;
- Implementation/Readiness Plan;
- Client Scenario; and
- Missouri Economic Impact.

**Alliance for Life – Missouri, Inc.**  
**(50 Points)**

Alliance for Life – Missouri, Inc. (AFLMO) proposes to provide service in multiple regions across Missouri through subcontractors. AFLMO projects to add another two (2) to five (5) subcontractors over the next three (3) years to serve more clients across Missouri, especially in areas that are underserved. However, AFLMO did not identify what regions the additional subcontractors would be located.

The service location is in Cape Girardeau. The majority of clients served come from within the county where the subcontractor is located; Cape Girardeau.

The at-risk population to be served is “women of child-bearing age, of all races, at or below the 185% poverty level, at-risk for abortion and father of the baby if present”. Outreach strategies include: websites, billboards, Facebook ads, word of mouth, and local print media, along with Alternatives to Abortion marketing. Subcontractors address cultural diversity by providing materials written in Spanish, maintaining contact information for individuals who may serve as interpreters for the clients, and enlisting help from a large network of social service agencies and organizations to address individual needs and situations as they arise.

The Initial Client Intake Assessment will be conducted at the subcontractor location. To determine eligibility for the program, each client will make an appointment with the subcontractor for a verification of pregnancy. The subcontractor will conduct the Initial Client Intake Assessment in a private mentoring room with a mentor. If the client demonstrates the need and eligibility for the program, the client will be scheduled to meet with a credentialed case manager.

The client is scheduled, at a minimum, for one case management visit every thirty (30) calendar days. Updates are completed to ensure the client objectives and services continue to address the needs of the client. Case management will be available at the subcontractor office(s) during normal work hours and through a hotline that is available 24 hours a day to connect at-risk clients with a provider in their area.

AFLMO indicates a variety of training materials will be used in conducting individual and group class training sessions, with attention to the mandatory topics of the contract. The material sources include full prenatal and parenting modules, such as Earn While You Learn, as well as booklets, handouts, and brochures from the state agency. Although AFLMO did not provide a description of the training, AFLMO provided a comprehensive list of educational materials.

AFLMO provides a generic description of the services specified in section 2.3.2 of the RFP. The subcontractor provides services directly and/or makes referrals for those services AFLMO does not provide. By using pregnancy centers, maternity homes, and adoption agencies for the service delivery, AFLMO indicated it will be meeting the cultural competency of the clients. The agencies serve any client regardless of age, gender, race, religious backgrounds, language barriers, etc. Many agencies have materials in Spanish as well as English and have identified interpreters should they be needed for non-English speaking clients.

Families will be provided referrals or assistance with rent, utilities, supplies, clothing, and food, to make it possible for children to be cared for in their homes or the homes of relatives. A care plan will be developed to identify needs and set goals toward remaining in their home.

AFLMO's program will help to end the dependence of needy parents on government benefits through on-going case management, assistance in pursuing job training and placement services, referrals for employment assistance, and education on the value of marriage. Men's mentoring and education programs are offered to encourage employment and support of the family.

Clients receive education on sexual risk avoidance, STI/STD risks, healthy relationship boundaries, and the value of marriage and two-parent families. STI/STD testing is provided in some subcontractor locations which gives the opportunity to educate both male and females of the risk of disease as well as the risk of pregnancy. AFLMO has a goal to see the number of teen (age 15 – 19) births make a steady decline of three (3) to five (5) percent. AFLMO indicated increasing the number of students educated through the healthy relationship programs will serve to impact the number of reduced pregnancies.

Healthy relationship education, that builds on the value of marriage and two-parent families, will be provided. The subcontractor has or is developing men's mentoring programs to encourage the fathers to take responsibility and provide the support needed for the mother of his child and the child. AFLMO is proposing to provide these services in several regions of the state but did not identify the region(s).

AFLMO provides an organizational chart showing the staffing and lines of authority for personnel.

AFLMO identifies one (1) credentialed case manager.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory contract performance through AFLMO's personnel. Monthly reviews are conducted by the program manager to ensure compliance by the subcontractor. On-site visits and reviews are conducted at least twice during the four-year cycle of the contract to ensure all documentation, files, and personnel are in compliance with the contract.

AFLMO proposes to serve 24 non-residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services are provided in Missouri offices. AFLMO and its subcontractor pay Missouri employment taxes on their employees. The AFLMO and its subcontractors employ more than 100 people throughout Missouri, provides social and pregnancy related medical services in rural communities, and owns or leases more than 50 properties in Missouri. AFLMO described the cost avoidance to Missouri through the provision of services.

**Catholic Charities of Southern Missouri, Inc.**  
**(47 Points)**

Catholic Charities of Southern Missouri (Catholic Charities) service locations are Cape Girardeau and Sikeston with a satellite office in Poplar Bluff. Services are provided in Bollinger, Butler, Cape Girardeau, Dunklin, Iron, Madison, Mississippi, New Madrid, Pemiscot, Scott, Stoddard, and Wayne Counties. Catholic Charities primarily meets with clients in their home. Staff will usually travel to the client's home or community site to meet with families based on their needs and transportation availability.

The at-risk population to be served includes pregnant women and teens, parents, infants, and children residing in the rural, remote areas of the region; focusing on at-risk groups and families who live in poverty; families with histories of abuse and neglect; pregnant and parenting teens, as well as first-time parents. That population is vulnerable to domestic violence and physical, emotional, sexual, and drug abuse. More than 83% of the counties in the region fall in the bottom quartile ranking of overall health factors, per the 2014 county health rankings. Outreach strategies include: network of relationships with local community agencies and organizations; healthcare providers, area shelters, county health departments, Division of Family Services caseworkers, school personnel, face-to-face meetings with possible referral sources such as school counselors and principals, physicians, and county health center employees, brochures/flyers distributed to local social service providers, and

through other Catholic Charities programs. Catholic Charities noted there is little racial or ethnic diversity in the region.

Catholic Charities marketing of services includes websites; Facebook pages; brochures; media including possible public service announcements, press releases, and flyers; and attendance at community outreach events.

The Initial Client Intake Assessment will usually be completed in the client's home. However, assessment can be conducted on-site. Following the requirements outlined in the RFP, the woman will be assessed to determine if the eligibility requirements are met. If the client meets eligibility requirements, she will be admitted to the program.

Most of the services will be provided by a credential caseworker. The client centered plan will guide the case management process. The plans result from screening tools such as the Ages and Stages Questionnaire, Kotelchuck (adequate prenatal care), and Arizona self-sufficiency Matrix, to identify goals and objectives. The service location office is open 8:00 a.m. – 5:00 p.m., Monday through Friday, excluding holidays; evening and weekend appointments can be scheduled if needed; and a 24 hour number is available for emergencies. For the satellite location office, the hours of service are 9:00 a.m. – 5:00 p.m., Monday through Friday, with exceptions made to accommodate families' schedules, and a cell phone number is available for emergencies.

Catholic Charities has a suggested educational curriculum for case managers to follow with the delivery sequence based on the stage for which the client is enrolled for service. The mandatory topics curriculum is identified by stages of pregnancy and parenting. The training curriculum is identified but lacked a description of the training. Catholic Charities indicated the curriculum has teaching manuals and parenting handbooks.

Catholic Charities provides a general description of the services specified in section 2.3.2 of the RFP. The mental health network consists of seven (7) resources. Catholic Charities identified four (4) domestic violence shelters. Catholic Charities indicated the region is less diverse than many communities. Cultural diversity is addressed by providing materials in several languages, providing interpreter services available for most languages, and staff that speak and interpret in Spanish, Russian, and one Chinese dialect.

To provide assistance to families so that children may be cared for in their own homes or in the homes of relatives, families are assessed for needed supports and provided with the needed resources, such as food, diapers, and furniture, or parents are taught how to obtain needed items through community resources such as WIC and diaper banks.

Catholic Charities' program will help to end the dependence of needy parents on government benefits by encouraging completion of a high school education or GED, and when possible, post high school training/education. Also, case managers assist in identifying barriers to success and teach problem solving skills to overcome barriers such as lack of employment and mental health issues.

To reduce the incidence of future out-of-wedlock pregnancies, Catholic Charities teaches parents about the positive effect on children who are raised in two parent families, teaches parents the benefits of birth spacing, and conducts counseling sessions on self-esteem and building healthy relationships. Catholic Charities did not identify annual numerical goals for preventing and reducing the incidence of out-of-wedlock pregnancies.

To encourage the formation and maintenance of two-parent families, parents are taught about the positive effect on children raised in two parent families. Although the specific curriculums are identified, a description of the training is not described.

The organizational chart shows the relationship of the Catholic Charities and the team of personnel

Catholic Charities identifies eleven (11) credential case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through Catholic Charities personnel. A yearly audit and monthly site review of the subcontractor will be conducted to ensure compliance.

Catholic Charities proposes to serve 45 non-residential clients.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate. The description provided a solution for many roadblocks that may be encountered.

All services will be performed by Missouri residents and all offices are located within Missouri. Catholic Charities thoroughly described the cost avoidance to Missouri through the provision of services.

**Lutheran Family and Children's Services of Missouri  
(43 Points)**

The service location is in Cape Girardeau with case managers located in Bell City, Bloomfield, and Leopold. Most clients reside in Cape Girardeau and Stoddard counties. Clients also reside in Bollinger, New Madrid, and Bollinger Counties. Clients will be provided assistance with transportation to the office or by meeting in the client's home, if needed.

LFCS provides demographic statistics of clients previously served and for which they plan to continue to serve. In regard to age, 17% of the women are 19 years of age or younger, 37% of the women are in their 20s, and 45% of the women are in their 30s. Outreach strategies include community outreach, distributing flyers at various social service agencies that serve diverse and underserved populations, website, and social media.

LFCS markets Alternative to Abortion services as part of general operations across the geographic regions proposed. Primary marketing tools include brochures, flyers, and pull off tabs. Other strategies include website, twitter feeds, Facebook postings, radio, billboards, and resource fairs for professionals and community members. Program Managers and Case Managers are a part of ongoing collaborative efforts with other social service agencies. Collaborative efforts with other social services agencies include Children's Coalition, Caring Council, and Pemiscot County Initiative Network.

Initial Client Intake Assessment will occur at the service location or the clients' home. A community location will meet with clients in community locations when confidentiality can be maintained. LFCS has a detailed client eligibility determination process, including multiple forms of documentation verification. If the client meets all eligibility requirements, she is either immediately assigned a case manager or put on the wait list until a case manager is available.

The case management process takes place over a series of meetings with the client that typically occur in the client's home or the professional office. Case manager's work with pregnant women after normal business hours or on the week-ends as the need arises. Clients are given the cell phone number of the case manager to be reached in case of an emergency. There is an on-call phone number at LFCS. LFCS also utilizes a 24 hours a day, 7 days a week exchange service as a back-up.

LFCS provides a comprehensive list of training, as well as an attachment outlining the training, and identifies the curriculum.

LFCS provides a general description of the services specified in section 2.3.2 of the RFP and included a listing of the referral network providers for each service. Cultural competency is addressed through regular training on the importance of cultural diversity and by providing referrals to meet the cultural needs of the clients they service.

LFCS proposes to provide emergency assistance in the form of diapers, formula, rent payments, utility payments, and transportation assistance, so parents may continue residing in their own home or the home of relatives. A client-centric service model is used to provide a continuum of care for clients based on what their needs are and the client's level of involvement in the program. To provide assistance to families, social workers utilize tools and trainings around budgeting, encouraging and supporting the clients efforts to obtain employment, or further the parents' education to help families, and utilizing community resources such as food pantries. If clients are still interested in receiving support after the child's first birthday, referrals are made to other local agencies with a focus on children over the age of one.

To help end the dependence of needy parents on government benefits, LFCS helps the client identify the type of employment desired and identify any supportive services available to obtain employment. LFCS provides transportation assistance and identifies child care options. During monthly meetings with the case manager, clients will also discuss any barriers that may arise to obtaining employment. The case manager will assist with resources and explore the options available to the client so they can focus on maintaining employment.

To reduce the incidence of future out-of-wedlock pregnancies, clients will be provided with information on the benefits of birth spacing and case managers follow up with clients regarding the recommendation of the clients' physicians regarding future pregnancies. Clients will be encouraged to pursue their goals of employment and education, which can also serve to reduce the incidence of these pregnancies through a focus on the future. While LFCS indicates preventing and reducing unplanned/out-of-wedlock pregnancies is a goal of the program, LFCS does not set specific annual numerical goals for preventing and reducing the incidence of these pregnancies.

If the client and father are no longer in a relationship, co-parenting will be discussed during monthly visits. If the client and father of the baby are in a relationship, the case manager will focus on engaging the father in services and talking with the couple about how to communicate and handle the stress of being a parent.

LFCS provided an organization chart showing the staffing and lines of authority for personnel.

LFCS identifies four (4) credential case managers.

Services of the contract will be managed, controlled, and supervised to ensure satisfactory compliance through LFCS' personnel.

LFCS proposes to serve 85 non-residential clients and one (1) residential client.

The implementation plan meets the requirements of the RFP.

The description of services for the client scenario provided in the RFP appears appropriate.

Services will be performed by Missouri residents and offices are located within Missouri. The majority of products used to deliver services will be purchased in Missouri. Local and state taxes are paid.

### **SUMMARY**

With three (3) offices throughout the region, Catholic Charities has more service locations than the total of the other vendors. AFLMO and LCFS each have one (1) service location.



Catholic Charities has the best credentialed case manager to client ratio, 4.1, which may allow for better individualized support to the clients served. At a ratio of one (1) credential case manager to 21.5 clients, LCFS' ratio is nearly five (5) times higher than Catholic Charities. AFLMO follows LCFS closely with a credentialed case manager to client ratio of 1:24.

All vendors indicate no age limitation and plan to serve all women of child-bearing age.

AFLMO has the best address cultural diversity which includes providing materials in Spanish and providing interpreters. In comparison to AFLMO, LCFS' plan for cultural diversity is generic not addressing specific languages, and Catholic Charities mainly notes there is little racial or ethnic diversity in the region.

All vendors' hours of availability are similar.

All vendors are Missouri-based companies, which demonstrates an economic impact to Missouri.

**Therefore, AFLMO is assigned 50 points, Catholic Charities is assigned 47 points, and LCFS is assigned 43 points.**

RFPS30034901700042

Alternatives to Abortion Program Services  
Evaluation Of Cost  
Geographic Region 9

\*Evaluation of cost in accordance with paragraph 3.4.1 of the RFP


Vendor	Non-Residential Services Price Per Client	Non-Residential Services Cost Points (55 maximum)	Residential Care Services	Residential Care Services Cost Points (25 maximum)	Total Cost Points (rounded)
Alliance for Life - Missouri Inc.	\$ 83.33	55.0	\$ 1,825.00	0.7	56
Catholic Charities of Southern Missouri, Inc.	\$ 158.53	28.9	\$ 3,502.50	0.4	29
Lutheran Family and Children's Services of Missouri	\$ 118.36	38.7	\$ 50.00	25.0	64

# MISCELLANEOUS

# MEMORANDUM

Office of Administration  
Division of Purchasing

**TO:** File RFPS30034901700042

**FROM:** Julie Kleffner 

**RE:** Federal Debarment

**DATE:** January 6, 2017

By review of the System for Award Management at <https://www.sam.gov> on January 6, 2017, it has been determined that the following list of vendors who have been recommended for contract award are not presently debarred, suspended, proposed for debarment, declared ineligible, voluntarily excluded from participation, or otherwise excluded from or ineligible for participation under federal assistance programs.

List of recommended vendors:

Alliance for Life – Missouri, Inc.  
Catholic Charities of Southern Missouri  
Faith Maternity Care  
The Haven of Grace  
Laclede County Pregnancy Support Center  
The LIGHT House  
Lutheran Family and Children's Services of Missouri  
Mothers Refuge  
Nurses for Newborns

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**Current Search Terms: alliance\* for\* life\***

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CAGE Code Search:

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ADVANCED SEARCH - EXCLUSION

DISASTER RESPONSE REGISTRY SEARCH

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Alliance for Life by DUNS

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## Search Results

**Current Search Terms: catholic\* charities\* of southern\* missouri\***

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Type

Entity

Catholic Charities of Southern Missouri, Inc.

Status: Active 

DUNS: 968136361

CAGE Code: 6D0Z3

[View Details](#)

Has Active Exclusion?: No

DoDAAC:

Expiration Date: 09/15/2017

Delinquent Federal Debt? No

Purpose of Registration: All Awards

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# Search Results

**Current Search Terms: faith\* maternity\* care\***

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**Current Search Terms: 835218181\***

Your search for "835218181*" returned the following results...		<b>Glossary</b>  <a href="#">Search Results</a> Entity Exclusion <a href="#">Search Filters</a> By Record Status By Record Type
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Entity: <b>HAVEN OF GRACE</b>	Status: <b>Active</b>	
DUNS: <b>835218181</b>	CAGE Code: <b>3ZSY8</b>	
Has Active Exclusion?: <b>No</b>	DoDAAC: <b></b>	<a href="#">View Details</a>
Expiration Date: <b>05/16/2017</b>	Delinquent Federal Debt?: <b>No</b>	
Purpose of Registration: <b>Federal Assistance Awards Only</b>		

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<b>QUICK SEARCH:</b> <input type="text" value="Enter your specific search term"/> <small>(Example of search term includes the entity's name, etc.)</small>  DUNS Number Search: <input type="text" value="834168775"/>  CAGE Code Search: <input type="text" value="Enter CAGE code ONLY"/>  <input type="button" value="Need Help?"/>	<b>ADVANCED SEARCH:</b> <small>Use specific criteria in multiple categories to structure your search.</small>  <input type="button" value="ADVANCED SEARCH - ENTITY"/> <input type="button" value="ADVANCED SEARCH - EXCLUSION"/> <input type="button" value="DISASTER RESPONSE REGISTRY SEARCH"/>
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# Search Results

**Current Search Terms: light\* house\***

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Entity	Status
LIGHT HOUSE	Active
DUNS: 731569518	NCAGE Code: SUZ22
Has Active Exclusion?: No	DoDAAC:
Expiration Date: 11/12/2017	Delinquent Federal Debt? No
Purpose of Registration: Federal Assistance Awards Only	<a href="#">View Details</a>
PERSONALIZED NURSING LIGHT HOUSE, INC.	Active
DUNS: 783011349	CAGE Code: 5VAE2
Has Active Exclusion?: No	DoDAAC:
Expiration Date: 11/10/2017	Delinquent Federal Debt? No
Purpose of Registration: All Awards	<a href="#">View Details</a>
LOYD'S ELECTRIC SUPPLY, INCORPORATED	Active
DUNS: 029699840	CAGE Code: 1VCF5
Has Active Exclusion?: No	DoDAAC:
Expiration Date: 10/17/2017	Delinquent Federal Debt? No
Purpose of Registration: All Awards	<a href="#">View Details</a>
Parieto, Charles F	Active
DUNS: 622825339	CAGE Code: 4LSQ5
Has Active Exclusion?: No	DoDAAC:
Expiration Date: 10/05/2017	Delinquent Federal Debt? No
Purpose of Registration: All Awards	<a href="#">View Details</a>
ST. CHARLES LIGHT HOUSE, INC.	Active
DUNS: 076203059	CAGE Code: 7PJ50
Has Active Exclusion?: No	DoDAAC:
Expiration Date: 08/24/2017	Delinquent Federal Debt? Yes <a href="#">What is this?</a>
Purpose of Registration: All Awards	<a href="#">View Details</a>
TYBEE ISLAND HISTORICAL SOCIETY INC	Active
DUNS: 944837152	CAGE Code: 7MWM3
Has Active Exclusion?: No	DoDAAC:
Expiration Date: 06/07/2017	Delinquent Federal Debt? No
Purpose of Registration: Federal Assistance Awards Only	<a href="#">View Details</a>
	Active

## Glossary

[Search Results](#)[Entity](#)[Exclusion](#)[Search Filters](#)[By Record](#)[Status](#)[By Record](#)[Type](#)

Light House Inc., The

DUNS: 790375281

CAGE Code: 4Z4P0

[View Details](#)

Has Active Exclusion?: No

DoDAAC:


Expiration Date: 06/07/2017

Delinquent Federal Debt? No

Purpose of Registration: Federal Assistance Awards Only

Entity

Light In The Word Ministry, Inc.

Status: Active 

DUNS: 827227096

CAGE Code: 5A2G9

[View Details](#)

Has Active Exclusion?: No

DoDAAC:

Expiration Date: 05/10/2017

Delinquent Federal Debt? No

Purpose of Registration: All Awards

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## Search Results

**Current Search Terms: lutheran\* family\* and\* children's services\* of missouri\***

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### Glossary

Entity	Lutheran Family And Children's Services Of Missouri	Status: Active
DUNS: 071980353	CAGE Code: 4J2F8	<a href="#">View Details</a>
Has Active Exclusion?: No	DoDAAC:	
Expiration Date: 04/25/2017	Delinquent Federal Debt? No	
Purpose of Registration: Federal Assistance Awards Only		

### Search

### Results

Entity

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### Search

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# Search Results

**Current Search Terms: mothers\* refuge\***

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CAGE Code Search:

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[ADVANCED SEARCH - ENTITY](#)[ADVANCED SEARCH - EXCLUSION](#)[DISASTER RESPONSE REGISTRY SEARCH](#)

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by DUNS  
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## Search Results

**Current Search Terms: nurses\* for\* newborns\***

Your search for "nurses\* for\* newborns\*" returned the following results...

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### Glossary

<b>Entity</b>	<b>Status:</b> Active
Nurses For Newborns	
<b>DUNS:</b> 790714893	<b>CAGE Code:</b> 3ZWQ8
<b>Has Active Exclusion?:</b> No	<b>DoDAAC:</b>
<b>Expiration Date:</b> 05/16/2017	<b>Delinquent Federal Debt?</b> No
<b>Purpose of Registration:</b> Federal Assistance Awards Only	

View Details

### Search Results

Entity  
Exclusion

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<b>Business Entity Fees &amp; Forms</b>	<b>Required Field</b>
<b>Business Entity FAQ</b>	File Documents - select the filing from the "Filing Type" drop-down list, then click FILE ONLINE.
<b>Business Entity Home Page</b>	File Registration Reports - click FILE REGISTRATION REPORT.
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<b>Business Entity Contact Us</b>	
<b>UCC Online Filing</b>	
<b>Secretary of State Home Page</b>	

RETURN TO		Select filing from the list.		FILE
<b>SEARCH RESULTS</b>		Filing Type	Amended and Restated Articles of Incorporation	<b>ONLINE</b>
ORDER COPIES/ CERTIFICATES				
General Information	Filings	Address	Contact(s)	
Name ALLIANCE FOR LIFE-MISSOURI, INC.		Address 106 5th Ave. S, P.O. Box 85 Greenwood, MO 64034	Charter No. N00068483	
Type Nonprofit Corporation		Status Good Standing		
Domestic City Domestic		Date Formed 2/1/2002		
Registered Agent Marsha J Middleton 106 5th Ave. S, P.O. Box 85 Greenwood, MO 64034				
Duration Perpetual				
Report Due 8/31/2017				

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<b>Secretary of State Home Page</b>	

RETURN TO		Select filing from the list.		FILE
SEARCH RESULTS		Filing Type		ONLINE
ORDER COPIES/ CERTIFICATES		Amended and Restated Articles of Incorporatio		
General Information	Filings	Address	Contact(s)	
Name Catholic Charities of Southern Missouri, Inc.		Address 601 S Jefferson Ave Springfield, MO 65806	Charter No. N00984333	
Type Nonprofit Corporation		Status Good Standing		
Domesticity Domestic		Date Formed 7/24/2009		
Registered Agent Maura Taylor 424 East Monastrey Street Springfield, MO 65806				
Duration Perpetual				
Report Due 6/31/2017				

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JASON KANDER

MISSOURI  
SECRETARY  
OF STATE

## MISSOURI ONLINE BUSINESS FILING

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File Registration Reports - click FILE REGISTRATION REPORT.

Copies or Certificates - click FILE COPIES/CERTIFICATES.

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SEARCH RESULTS

Select filing from the list.

Filing Type Amended and Restated Articles of Incorporatio

FILE  
ONLINEORDER COPIES/  
CERTIFICATES

General Information Filings Address Contact(s)

Name KINGDOM MINISTRIES

Address 1900 Lake Drive

PO Box 6232

Fulton, MO 65251

Type Nonprofit Corporation

Charter No. N00069672

Domesticity Domestic

Registered Agent GRIGGS, LAURA

Status Good Standing

1900 LAKE DRIVE

Fulton, MO 65251

Date Formed 7/8/2002

Duration Perpetual

Report Due 8/31/2017

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General Information Filings Address Contact(s)

Name THE HAVEN OF GRACE

Address 1215 Warren Street  
St. Louis, MO 63106

Type Nonprofit Corporation

Charter No. N00045450

Domesticity Domestic

Status Good Standing

Registered Agent BCRA CO

221 Bolivar Street, Ste. 101  
Jefferson City, MO 65101

Date Formed 2/19/1992

Duration Perpetual

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<b>Business Entity Fees &amp; Forms</b>	<b>Required Field</b>
<b>Business Entity FAQ</b>	File Documents - select the filing from the "Filing Type" drop-down list, then click FILE ONLINE.
<b>Business Entity Home Page</b>	File Registration Reports - click FILE REGISTRATION REPORT.
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<b>Business Entity Contact Us</b>	
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<b>Secretary of State Home Page</b>	

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General Information	Filings	Address	Contact(s)	
Name LACLEDE COUNTY PREGNANCY SUPPORT CENTER		Address 525 S. Washington Ave. PO Box 373 Lebanon, MO 65536		
Type Nonprofit Corporation		Charter No. N00050802		
Domesticity Domestic		Status Good Standing		
Registered Agent Dickerson, Shaun 525 South Washington Avenue, P.O. Box 373 Lebanon, MO 65536		Date Formed 9/12/1994		
Duration Perpetual				
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	<table border="1"><thead><tr><th>General Information</th><th>Filings</th><th>Address</th><th>Contact(s)</th></tr></thead><tbody><tr><td>Name THE L.I.G.H.T. HOUSE, INC</td><td></td><td>Address 11300 St. Charles Rock Road Bridgeton, MO 63044-2793</td><td></td></tr><tr><td>Type Nonprofit Corporation</td><td></td><td>Charter No. N00042880</td><td></td></tr><tr><td>Domesticity Domestic</td><td></td><td>Status Good Standing</td><td></td></tr><tr><td>Registered Agent Martin, Russell L. 11300 St. Charles Rock Road Bridgeton, MO 63044</td><td></td><td>Date Formed 10/1/1990</td><td></td></tr><tr><td colspan="4">Duration Perpetual</td></tr><tr><td colspan="4">Report Due 8/31/2018</td></tr></tbody></table>	General Information	Filings	Address	Contact(s)	Name THE L.I.G.H.T. HOUSE, INC		Address 11300 St. Charles Rock Road Bridgeton, MO 63044-2793		Type Nonprofit Corporation		Charter No. N00042880		Domesticity Domestic		Status Good Standing		Registered Agent Martin, Russell L. 11300 St. Charles Rock Road Bridgeton, MO 63044		Date Formed 10/1/1990		Duration Perpetual				Report Due 8/31/2018			
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STATE PRINTING CENTER  
WAIVER8781 MERCHANTS DRIVE  
JEFFERSON CITY, MO 64108  
PHONE (878) 781-3807  
FAX (878) 828-7900

AGENCY CODE (SAM #)	ORGANIZATION CODE	AGENCY NAME	AGENCY FAX NUMBER
880	IN200	Southwest Community Svcs	(417) 448-1148
QUANTITY	DESCRIPTION		
Unknown	Forms for Lab Services Contract		
REQUESTED BY	REQUESTOR'S TELEPHONE NUMBER		REQUESTOR'S E-MAIL ADDRESS
Shelli Harkrader	(417) 448-1148		shelli.harkrader@dmh.mo.gov
SPECIFICATIONS			
REASON FOR WAIVER			
Contracting entity provides their own forms to fulfill the obligations of the contract.			
FISCAL YEAR	WAIVER DATE		AMOUNT
2017	04/01/2017		
VENDOR			
COMMENTS			
FOR SP2 USE ONLY			
(10)		WAIVER NUMBER	740

P1700053

JASON KANDER

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## Nonprofit Corporation Details as of 1/6/2017

Required Field

Business Entity Fees &amp; Forms

Business Entity FAQ

Business Entity Home Page

Business Entity Online Filing

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General Information Filings Address Contact(s)

Name LUTHERAN FAMILY AND CHILDREN'S SERVICES  
OF MISSOURIAddress 9666 Olive Blvd.  
Suite 400  
St. Louis, MO 63132  
Charter No. N00004804

Type Nonprofit Corporation

Domicility Domestic

Registered Agent Auch, Gary  
9666 Olive BLVD  
Suite 400  
ST. LOUIS, MO 63132

Status Good Standing

Date Formed 2/13/1984

Duration Perpetual

Report Due 8/31/2017

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General Information	Filings	Address	Contact(s)
Name MOTHER'S REFUGE		Address 14400 E. 42nd St. South Suite 220 Independence, MO 64055	
Type Nonprofit Corporation		INDEPENDENCE, MO 64055	
Domesticity Domestic		Charter No. N00036786	
Registered Agent BETTY J ALLEN		Status Good Standing	
14400 E 42ND ST, STE 220		Date Formed 8/22/1987	
Independence, MO 64055			
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General Information	Filings	Address	Contact(s)	
Name NURSES FOR NEWBORNS		Address 7259 Lansdowne Suite 100 Shrewsbury, MO 63119		
Type Nonprofit Corporation		Charter No. N00045261		
Domesticity Domestic		Status Good Standing		
Registered Agent Ohlemiller, Melinda 7259 Lansdowne Avenue Shrewsbury, MO 63119		Date Formed 1/17/1992		
Duration Perpetual				
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## CONFIDENTIALITY / CONFLICT OF INTEREST AGREEMENT

### REQUEST FOR PROPOSAL RFPS30034901700042

Title: Alternatives to Abortion Program Services

Julie Kleffner, Buyer

It is my understanding that information related to the procurement process for the above referenced Request for Proposal has been provided to me on a need-to-know basis and that in accordance with section 610.021, RSMo, such records are closed to public review until such time as a contract is executed or all proposals are rejected.

It is also my understanding that disclosure of an offeror's proposal to a competitor may result in the competitor's disqualification from consideration for contract award and suspension/debarment from future procurement processes.

Therefore, I hereby agree to keep all information related to the Request for Proposal in strict confidence and not to divulge such information, in whole or in part, in any manner or form, to anyone or to allow others access to such information, unless they have a need to know such information and have executed a similar Confidentiality/Conflict of Interest Agreement. In the event that I should have reason to believe that the confidentiality of this information has been breached, I will notify the Division of Purchasing immediately.

I attest that to the best of my knowledge my participation in this procurement process does not violate any state laws that relate to conflict of interest including sections 105.452 and 105.454, RSMo. This includes the prohibition of acceptance of anything of pecuniary value paid or payable, including after termination of employment, by any person, firm, or corporation related to the performance of your job duties regarding any case, decision, proceeding or application in which you were directly concerned or directly participated in during your period of employment.

Michelle Kelley  
SIGNATURE

7/18/16  
DATE

Michelle Kelley  
PRINTED NAME

Dept. of Social Services  
AGENCY NAME

**CONFIDENTIALITY / CONFLICT OF INTEREST AGREEMENT**

**REQUEST FOR PROPOSAL RFPS30034901700042**

**Title: Alternatives to Abortion Program Services**

**Julie Kleffner, Buyer**

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Emily Kraft  
SIGNATURE

7/18/16  
DATE

Emily Kraft  
PRINTED NAME

Office of Administration  
AGENCY NAME



**CONFIDENTIALITY / CONFLICT OF INTEREST AGREEMENT**

**REQUEST FOR PROPOSAL RFPS3003490160477**

**Title: Alternatives to Abortion Program Services**

**Julie Kleffner, Buyer**

It is my understanding that information related to the procurement process for the above referenced Request for Proposal has been provided to me on a need-to-know basis and that in accordance with section 610.021, RSMo, such records are closed to public review until such time as a contract is executed or all proposals are rejected.

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Beth Lambert

SIGNATURE

7/20/16

DATE

Beth Lambert

PRINTED NAME

Doc

AGENCY NAME

**CONFIDENTIALITY / CONFLICT OF INTEREST AGREEMENT**

**REQUEST FOR PROPOSAL RFPS30034901700042**

**Title: Alternatives to Abortion Program Services**

**Julie Kleffner, Buyer**

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Sheila Westphal  
SIGNATURE

7-19-16  
DATE

Sheila Westphal  
PRINTED NAME

DSS/FSO  
AGENCY NAME